

AMERICAN NURSEYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XXXVIII

JULY, 1923

No. 1

Painesville Nurseries

Afterthoughts:

We have been to the Convention, enjoyed it, took our parts. Now that we are home again and viewing our own familiar fields, we all feel more sure of our own theories and policies, or else see the other fellow's point which eluded us in convention argument. These gatherings are instructive and inspiring and we are glad we went.

Forethought:

The lesson is all in vain, however, if we overlook the value of being at the head of the line, and prepared for emergencies.

THE PAINESVILLE NURSERIES aim to preserve a seemly modesty in advertising, yet we feel justified in calling attention to our house as an obvious and dependable GENERAL NURSERY SOURCE OF SUPPLY. If you have got to buy something to play safe, do it now before the other fellow gets it. The chances are that we can take care of you, whatever it is, for we are pretty well heeled this year with fine growing blocks upon which nature has smiled, — and from which we have kept the weeds.

DECIDUOUS TREES
EVERGREEN TREES
SHRUBS and VINES
FIELD GROWN ROSES
HARDY PERENNIALS

FRUIT TREES
SMALL FRUITS
— GRAPE VINES, STRAWBERRY PLANTS, ETC.
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American Fruits Publishing Co.

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For Season Of 1923
Pears, Cherries and Roses
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OUR LEADERS

A Complete Variety List
of
**FRUIT TREES, ORNAMENT-
AL TREES, SHRUBS, PEREN-
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1000 Acres GENEVA, N. Y. 77 Years

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35,000 Norway Maple and American Elm,
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1 year in ear lots or less.

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Princeton in New Jersey

July first

1923

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Evergreens, Fruit and Orna-
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Will be pleased to quote on your list of wants.

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HILL'S EVERGREENS
For Lining Out

Also complete assortment of deciduous trees and shrubs in seedlings, cuttings and once transplanted sizes for Fall 1923 and Spring 1924 shipment. Cover your requirements early.

Let us quote you on SPECIMEN EVERGREENS, BOXWOODS and ROSES. Complete assortment of choice varieties at reasonable rates.

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The D. Hill Nursery Co.

INCORPORATED

Box 402, Dundee, Ill.

Evergreen Specialists :: Largest Growers in America

THIS PAGE PRESENTS American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Sixth Annual Meeting
in Atlantic City, N. J., June, 1924. F. W. von Oven, Naperville, Ill., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$6.00 PER MONTH UNDER YEARLY
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SHRUBS—
BOX BARBERRY
VIBURNUM PLICATUM
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Monthly Journals

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My stock of grape vines this year will consist of both one and two year. The two year will all be from one year transplanted. The one year from cuttings planted this spring, 1922. Varieties principally Moore's Early and Concord. My one year vines will be graded strong as follows:

1-year XX—Equal to 2-year-1
1-year-No.-1 1-year-No.-2
1-year-No.-3

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CHARLES M. PETERS, Proprietor.

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SHRUBS

Altheas in varieties, Barberry Thunbergii seedlings, Calycanthus, Deutzias, Loniceras, California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houtii. Write for quotations.

FOREST NURSERY CO., BOYD BROS. McMinnville, Tenn.

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to secure your Lining Out Stock. We have good stands, a large assortment Seasonable weather and everything is on the jump. Send your *want lists* as soon as possible. Selling close on some items already.

Have especially nice stocks of Nuts, Oaks, Oriental Plane, Climbing Roses, Wistaria, Weigella, Grape Vines, etc., etc Wholesale Only.

Atlantic Nursery Co., Inc.
BERLIN MARYLAND

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FOR LINING OUT

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"WE GROW OUR OWN TREES."

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Complete in grades and sizes

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We Offer for Fall 1923

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Peach “

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Apple Seedlings

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and two year, Extra fine; Magnolia

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Those who are content
with a side issue
Get side issue results

The only publication in America devoted to the Nur-
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Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast
To Coast and Highly Indorsed by
Leaders Everywhere Is

The American Nurseryman
Rochester, N. Y.



BUSINESS announcements in this Chief
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Trade reach every nurseryman culti-
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in the Union. The only publication of the kind.
Loyal to the best interests of the trade and lead-
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progress for a quarter of a century! Absolutely
independent.

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AN EDITORIAL POLICY OF NOTE
ADVERTISEMENTS FACE READING
ALL ADVERTISEMENTS CLASSIFIED
A TRADE JOURNAL THAT IS READ
SPECIAL FEATURES IN EVERY ISSUE

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AMERICAN FRUITS PUBLISHING CO.,
Box 124, Rochester, N. Y.

AMERICAN NURSERYMAN --- JULY, 1923

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.80 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earliest operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concern.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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Wholesale Only

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The
Preferred
Stock

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The

Orders or Information?

Does your catalogue go after orders, or does it just give information about varieties?

A nursery catalogue ought to sell trees—and sell them for the nurseryman who sends out the catalogue. An agent talks about the firm he represents; a catalogue ought to do the same thing. If it does, it becomes a real "salesman" instead of a hand-book of varieties.

We have not only complete equipment for illustrating and printing catalogues for nurserymen, but our Secretary, John Watson, who handles our nursery printing department, adds to our printing service a thorough knowledge of selling trees, the result of over twenty years' experience in the nursery business.

That combination ought to interest you if you want to try a new and different catalogue; a salesman for your goods and representing your firm. Co-operation with our clients, to make the best of printed salesmanship, is our aim.

May we send you samples of our work and give you an estimate on your next catalogue?

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Chief Exponent of the American Nursery Trade

The American Nurseryman

National Journal of Commercial Horticulture

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Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00
Canada and abroad: 50 cents extra per year

ADVERTISING RATE, \$2.50 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

American Nurseryman

The Chief Exponent of the American Nursery Trade

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES—BYRON

Vol. XXXVIII

ROCHESTER N. Y., JULY, 1925

No. 1

American Association of Nurserymen in Annual Convention

Forty-eighth Meeting Characterized by Harmonious Discussion of a Practical Program—Many Important Matters Acted Upon—Change in Vigilance Committee—Horticultural Standards Adopted—Declaration That America Can Produce Its Own Rose Stocks—Harlan P. Kelsey President—Atlantic City Next Year.

FOR the forty-eighth time the American Association of Nurserymen met in annual convention, June 27-29. The headquarters was Congress hotel, Chicago, where, after many delays and much annoyance due to inefficiency on the part of the hotel management the majority of the members were accommodated. Apparently the management of the Congress hotel does not care to entertain again the members of the A. A. N. Reservations and acknowledgements of three and four weeks' standing were of no effect when accommodations under those reservations were called for. Members of the Association were disgusted with the service and the rates charged. The hotel has fine assembly halls and is well arranged for convention purposes, but apparently greed for gain has caused great disregard for courteous attention and service generally. Conventions apparently were booked after all accommodations had been assigned. The room clerks calmly told A. A. N. members who had reservations that there were between 200 and 250 reservations that could not be cared for short of a day's delay. And some of these could not be cared for at all!

The attendance was large and representative, both as to nearby and distant points. Texas was unusually well represented. As has been the custom in recent years the hotel lobby was the rendezvous for a large number of Nurserymen three days before the opening of the convention.

President Paul C. Lindley called the convention to order Wednesday morning, with about half of the Nurserymen in the hotel in the assembly hall. The remainder were in the lobby. Some plan should be devised for getting the members into the assembly hall. As has frequently been said, the officers and the participants in the program spend much time in preparation and the members who are promptly at the sessions are the ones who show the courtesy due to those who endeavor to make the convention a success.

President Lindley's annual address, presented at the outset, appears on another page.

The revised Constitution and By-laws, as printed in the Badge Book, was adopted promptly. The attempt made to alter it materially was disposed of in executive committee session along with other matters which occupied the attention of that committee for two days before the convention was formally opened.

Reports of Secretary and Traffic Manager Charles Sizemore, Treasurer J. W. Hill, Albert F. Meehan of the program committee, A. M. Augustine of the arrangements committee, Mr. Lindley of the finance committee,

M. R. Cashman of the arbitration committee and W. G. McKay of the committee on distribution were presented. That of Secretary Sizemore is given in another column. Treasurer Hill reported receipts of \$43,748.85 and a balance on hand of \$20,253.25. Chairman Cashman said there had been but one case before the committee,



HARLAN P. KELSEY, Salem, Mass.
President American Association of Nurserymen

of recent origin and not yet disposed of. Chairman Augustine suggested greater use of the advantages offered in the way of exhibits. Plans for a boat ride to South Haven where the experiment station is conducting experiments of special interest to Nurserymen were abandoned when it was decided that a banquet and a session on the boat might not prove practicable. Any who desired could make the trip individually however. The hotel arrangements had not proved entirely satisfactory, but the committee had done what was thought best.

VIGILANCE COMMITTEE REPORT

Chairman L. J. Tucker, Madison, Wis., of the vigilance committee presented his report. He quoted President Lindley's statement that the work of this committee is a vital part of the Association's policy. The Leaman G. Tingle case which was reported upon at last year's convention was settled without any refund on the part of the Association, though such refund would have been made if necessary. Money paid by purchasers of Nursery stock from Mr. Tingle was returned to the planters by him finally.

The buying public is receiving direct benefits from the co-operation of members of the A. A. N., said Mr. Tucker. Real progress is made year by year. But there

is chance still for big improvement. He suggested the need for great care in avoiding misleading statements, either in catalogues or advertisements. On the other hand, publishers should guard against the acceptance of advertisements of questionable character. The character of Nursery salesmen should also be carefully considered. What the A. A. N. stands for is business ethics so high that a Nursery salesman will be welcomed at the door of a prospective customer.

The advertising of blueberry plants by the May Nurseries, Rochester, N. Y., was cited as directly opposed to the policies laid down by the A. A. N. That advertising appeared in the Garden Magazine and House and Garden published by Doubleday, Page & Co. It was declared to be very misleading in that the advertisement stated that the plants would do well anywhere, whereas it is known that blueberry plants will do well only in an acid soil. A colored plate of a hybrid blueberry plant produced by the U. S. Dept. of Agriculture was used in the advertisement and the reader was told that "fruit like this" would be produced from the plants offered, the inference being that the plants offered were of the kind represented in the illustration.

Mr. Tucker directed attention to misleading statements in press articles supplied by representatives of the U. S. Dept. of Agriculture on the subject of common barberry eradication on account of wheat rust. Such articles are published in the Wisconsin newspapers. No distinction is made between the common barberry and Thunbergii which is in commerce and is immune from rust conveyance. Mr. Tucker said that after publication of such an article Nurserymen have noted a marked falling off in purchases of Thunbergii. An article of this kind appeared no longer ago than the week before the convention, June 22nd, in the Wisconsin State Register. This article states:

Both state and federal governments are out after the barberry bushes, which play an important part in promoting the growth of the black rust in wheat.

A great deal of work has been done in Wisconsin to eradicate these barberry bushes, but far greater effort is needed here than in any other mid-western state, for Wisconsin has the unenviable distinction of having more barberry bushes than any three or four other states.

A national campaign has been going on in state after state for several years but it will not be completed in the northwest until 1924. And when the wide area is once covered, it will have to be gone over again and again for it is almost impossible to find all the bushes. In cities as well as country places the bushes are being cultivated as ornamental shrubs.

It is to the interest of city people as well as country people to see that no shrub is

permitted to grow that is detrimental to the public interest.

Chairman Tucker said that the State Nursery inspector of Michigan, L. R. Taft, had complained of the quality of Nursery stock shipped into that state from Kansas. Mr. Tucker communicated with Secretary Whitney of the Kansas Agricultural Board who wrote that the Kansas Entomological Board called a meeting to discuss the matter but that only the firm of L. R. Taylor & Sons responded. It was agreed that a school of instruction for Nursery stock inspectors should be held to remedy the condition of not fully informed inspectors and that for the good of the Nursery industry in Kansas greater care in shipments should be taken.

Some fifty cases came before the vigilance committee throughout the fiscal year. The majority of these cases were complaints of sending money to Nurserymen and not receiving the stock. In the opinion of Mr. Tucker the activities during recent years had done much to elevate the plane of operations; it was a big work of education in better business methods; membership in the A. A. N. in consequence of this and other activities is becoming more and more valuable.

Robert Pyle—"The work of the vigilance committee has been an excellent thing. I would like to see it continued. What action was taken in the matter of the blueberry advertisement?"

Chairman Tucker—"No action. We simply report the facts for the action of the Association."

President Lindley—"I wired the publishers of the magazines named to have their representatives here at this convention to make any statement they desire to make before action by this Association in the way of public censure."

T. E. Griesa, Lawrence, Kans.—"There is a full delegation of Kansas Nurserymen here to discuss the Michigan complaint against them. As for our own concern, we shipped trees to Michigan. All bills therefor have been paid and we supposed that all was satisfactory. The first I heard of the matter some time afterward was this complaint from Mr. Taft. It would seem that any complaint of root knot would have been made before."

O. Joe Howard—"I'm the one who was advertised as having been in the Nursery business 24 years. I have been, but not all that time in my present location. The advertisement in question was written by the advertising manager of the Progressive Farmer who knows me and my long record."

Chairman Tucker—"I did not mean to be understood that the advertisement was intentionally wrong; simply that the statement in it was misleading."

President Lindley and Harlan P. Kelsey reported work during the year in vigilance matters. The former referred to a case of shipping stock into Tennessee which resulted in damaging the business of Tennessee Nurserymen hundreds of thousands of dollars worth. Mr. Kelsey was directly interested in the Mayo Nurseries advertised in the Doubleday, Page & Co., publications because he supplied the common blueberry stock so advertised and knew just what was being offered by the Mayo Nursery Co. He said:

"In the correspondence which ensued between the publishers and myself the former attempted to defend themselves, declaring it was not for them to judge their fellowmen. It was intimated in this matter that U. S. Dept. of Agriculture officials were a party to the practices complained of. I re-

plied that the judging of fellowmen is just what leading business organizations are doing. It was while Mr. Houston, head of an important department of Doubleday, Page & Co., was president of the Associated Advertising Clubs of the World that the latter organization put forth its campaign under the slogan, 'Truth in Advertising.' I directed attention that Dr. Coville of the U. S. Dept. of Agriculture had practically been accused of collusion in a matter complained of and that this had got to be either proved or retracted.

"I think the work of P. S. Lovejoy was one of the best things that ever happened to the A. A. N. It was demanded of the Nursery industry that it come clean. It is just as important now that the horticultural press come clean. No one in this Association is after any one's scalp."

J. Edward Moon—"Is there any representative of House and Garden here?"

The chair put the question. There was no response.

Mr. Moon—"This matter harks back to the clean-up work of this Association years ago. I suggest that this blueberry advertisement matter go over until Friday."

J. R. Mayhew—"While I am 100 per cent in favor of efficient vigilance work, I am strong for justice for all. It is possible to do a great deal of harm. As a member of the vigilance committee I have not heard until now of this case. Action in such matters ought to be the action of the whole committee."

Alvin E. Nelson—"It seems to me we are not going at this matter in just the right way. The advertisers have a national association and a vigilance committee. Ought we not to take up the matter with that committee instead of with the publishers directly?"

Upon motion by Mr. Kelsey, seconded by Mr. Mayhew, the matter was put over until Friday for action, to give the publishers opportunity to be heard.

Inquiry was made by one of the Kansas delegates as to what action was taken by the vigilance committee on the Michigan complaint about Kansas Nursery stock. Mr. Tucker said no action was taken. The reply from Kansas was that as the matter was left it was a damaging inference against all Kansas Nursery stock, and Kansas has many important Nurseries.

J. R. Mayhew—"I think no question before the vigilance committee in the future should be presented to the Association until the vigilance committee and the executive committee have passed upon it, or at least have had opportunity to do so."

LEGISLATION, DISTRIBUTION

At the opening of the Wednesday afternoon session the report of the committee on legislation and tariff was presented by Chairman J. Edward Moon. No protest was made on an increase of \$1 per M. in tariff on fruit tree stocks and rose stocks, as the government needs the money. Petition for entry of Norway maple was denied. An appropriation of \$30,000 for fruit tree stocks investigation was made by the Government. A favorable revision of an Oregon regulation and shipments of Nursery stock was secured. Mr. Moon went to Washington to look into blister rust regulations. Mr. Detwiler will report on this subject. In the opinion of Mr. Moon Nurserymen may well drop the black-fruited currant from their lists, without much loss, and thus aid Government protection. The uniform tag question has two sides. Probably it is best to let matters stand as they are. "There is a better understanding between entomolo-

gists and Nurserymen," said Mr. Moon. "There has come about recognition on the part of Nurserymen that they must conduct their business on ethical standards. The entomologists now realize that Nurserymen are in a business of great importance to the nation."

In concluding his report on distribution of Nursery stock, W. G. McKay, Madison, Wis., said: "If we are to allow dealers to use contracts such as I have described, we are not going to stop questionable practices. If we would maintain a fair price and not over-plant, we would soon clear up more of the bad spots of which there are not many left."

President Lindley—"This committee is of as much importance as any. I suggest that the new president continue Mr. McKay as the chairman."

COLLEGE NURSERY COURSES

Chairman John S. Kerr, Sherman, Tex., presented report of the subject of Nursery training in colleges, the other members of the committee being Alvin E. Nelson, J. R. Mayhew, Jim Parker, Henry B. Chase, E. W. Chattin and O. Joe Howard.

Your committee believes that a college or university education is a desirable thing for our young men. While the standards of our business will compare with all others, yet there is room for improvement, and we believe that college training will add strength.

We understand that courses for training have been secured in the University of Illinois and the University of Massachusetts, and we think it would be a desirable thing to have it offered to the young men of the Southwest.

Your committee has applied itself especially to securing such advantages in the Southwest and we are glad to report that we have secured the favorable consideration of the Agricultural and Mechanical College of Texas to the end that this college has made out a special course in the horticultural department, adding subjects especially for the training of young Nurserymen.

Through the kindness of Dean E. J. Kyle, of the A. & M. College of Texas, we are pleased to report herewith a course made out by him, and offered by his college, to the Nurserymen's Association and all others desiring the benefits of a course for Nurserymen.

It has been the intention of your committee to complete such arrangements also with some of the colleges of the South or Southeast sections of our country. We hope yet that such additional advantages may be secured. This work is already taking shape. The University of Tennessee is formulating a course for Nurserymen.

"We've stirred up something," said Chairman Kerr, "but we must follow it up and provide the means. The colleges are ready. Are we? I would like to hear the subject discussed."

President Lindley urged the importance of the subject and suggested the founding of one or more scholarships by the Association. He remarked on the general lack of interest by the members of the Association, Is there a demand among Nurserymen for college trained men?

J. R. Mayhew said the practice among Nurserymen of employing a young man who has studied landscape architecture and then of offering to customers the services of this man free kills incentive in the young man and blocks progress. A sufficient sum ought to be charged the customer to pay for this man's services, in the opinion of Mr. Mayhew. Nurserymen ought to charge for special services as well as for regular services and thus exalt their business.

Mr. Kerr agreed with Mr. Mayhew. "We must get away from evil practices. Some are even worse than this. I believe in the

different in general from other businesses. A young man can do well in the Nursery business. I am gratified by what the Association has done in the line of ethics."

Harlan P. Kelsey said it was a joke to propose to make a Nurseryman of a young man by means of a two months' course in college in the winter. There ought to be a full four years' course with a degree. Ernest Hemming advocated practical experience before college training, as in European practice.

ORGANIZATION CHANGES

E. E. May, chairman of the committee on organization presented a report recommending

1—That section 2 of the by-laws be amended to read: "All state and regional Nursery associations affiliated with the A. A. N. become members at a membership fee of \$10 each. That they appoint previous to the national meeting a member to attend and these members to constitute a nominating committee whose duty it shall be to present nominations for officers and recommend a place of meeting. That on the second day of the national meeting they make these recommendations on a bulletin board over the signature of the chairman. That for this purpose ten members shall constitute a quorum; in case a quorum is not present the president shall appoint ten members for the purpose. Other nominations may be made."

That section 8 shall read: "The vigilance committee shall consist of three members only; two to be appointed by the president; the third to be secretary of the Association who shall act as chairman. That the list of standing committees shall be: Legislation and tariff; market development and publicity; arbitration; vigilance, nomenclature; relations with landscape architects; transportation; standardization of horticultural practice. Other committees may be appointed by the president with the approval of the executive committee."

Chairman May said a proposition had been made that the membership fee for association members be raised from \$10 to \$25; that it was thought the privilege of exhibiting products at the conventions is worth that fee. The committee recommended consideration of the proposition.

A. M. Augustine—"I do not believe that at all. Every exhibit at the conventions of this Association is worth more to the Association than it is to the exhibitor. We ought to have ten exhibitors where we now have one and we ought to do everything we can to encourage the making of exhibits."

Alvin E. Nelson—"Why not make a charge for exhibits?"

Chairman May—"The committee will withdraw the proposition. It was only presented for consideration."

M. R. Cashman—"Do I understand that the recommendation is withdrawn? I am of the opinion that if associate membership is worth anything it is worth \$25." A motion that article 7 of the by-laws shall provide an associate membership fee of \$25 instead of \$10 was adopted by a vote of 55 to 2, Mr. Augustine and W. C. Reed voting in the negative.

Harlan P. Kelsey, at the request of the chair, introduced M. Q. MacDonald, Washington, D. C., head of the unfair bureau of the paint and varnish industry, who discussed trade ethics. That industry was the first to take up the matter of bribery in business dealings. Mr. Kelsey has been active in this work, being a member of the executive committee of the National Standards Council. He did much work last win-

ter and spring in an endeavor to secure for Massachusetts a law against graft. This bill failed of passage but Mr. Kelsey is confident that it will eventually become a law. Mr. MacDonald is declared by Mr. Kelsey to be the leading authority on the subject of graft and bribery. Such a measure has become law in New Jersey. Other states are working on the subject.

NOMENCLATURE

Chairman Harlan P. Kelsey presented the report of the committee on nomenclature. He exhibited large sheafs of galley proofs—the sixth or seventh set containing intricate lists of names of plants in dictionary form, representing a vast amount of time and



E. E. MAY, Shenandoah, Ia.
Member Executive Committee, A. A. N.
effort. In addition to the night and day work of the committee for years these proofs have been read by sixty specialists located in various parts of the country and by three persons in each of six organization-Nursery business and I do not believe it is tions. Mr. Kelsey urged Nurserymen to subscribe for as many copies as they can use. The sub-committee has underwritten the work to the amount of \$6,000 which has been spent. Eleven hundred copies have been sold at \$3.50 each, the price before publication. Tens of thousands of dollars' worth of work by U. S. Government employees has been provided in the undertaking, by special action of the U. S. Bureau of Plant Industry—a highly valuable phase of

the co-operation on all hands that has made the work possible.

President Lindley said that Mr. Kelsey deserves more than a vote of thanks. Mr. Cashman explained that there was a small balance due the Association on its loan to the sub-committee in behalf of the work. On his motion this balance was charged off in favor of the sub-committee.

On motion of E. E. May a special committee of three will present a report expressing special appreciation for the work of the sub-committee.

HORTICULTURAL STANDARDS

In presenting the report of the committee on horticultural standards, Chairman Kelsey said it was an earnest effort to bring about an agreement on something. If, as Storrs & Harrison Co. says, conditions differ widely in the eastern and western sections of the country, provision can be made for an eastern standard and a western standard, so that Nurserymen will at least know what others in the trade are talking about. There are many ways of doing business. When the late Ben Butler couldn't get into Heaven and couldn't get into hell, the devil is said to have passed out a shovelful of hot coals and said to Ben: "Here, make a little hell of your own." What the Nurserymen want perhaps is a little place and comfort in the hell of their own. As to sizes of Nursery stock named in the report the committee believes that they represent the opinion of the best minds; they are the result of concessions both by the wholesalers and the retailers. The subject of storage is of great importance. Conditions in the spring of 1923 prove this. Nurserymen were confronted with a season three weeks late and two days of hot weather immediately after heavy snow went off. The remedy is storage. But storage methods have not been standardized. At present, in many cases freshly-dug stock is better than storage stock, especially if the latter has had roots exposed and has been otherwise mistreated. But well-stored dormant stock is better often than freshly dug stock if the latter has commenced to grow.

After a long discussion of sizes of trees and shrubs and a demonstration of the wide divergence in practice at present, the Association at the suggestion of J. Edward Moon adopted the report of the committee and the standards therein laid down, for
(Continued on page 10)

President Harlan P. Kelsey of the American Association

Harlan P. Kelsey, the president of the American Association of Nurserymen was born in 1873 in Pomona, Kansas. He moved to North Carolina when he was 3 years old, in the high mountains, where his father started Highlands, one of the first summer resorts in the South.

Mr. Kelsey started the Highlands Nursery there when he was about 12 years old, in 1885, and has published catalogs continuously ever since. In 1895 he moved Highlands Nursery to Linville, Western North Carolina and later had a post-office established directly on the Nursery, called Kawana. In 1897-8 the office was moved to Boston and later to Salem.

The Boxford-Highlands Nursery at Boxford was started just nine years ago and, of course, he had a large stock of the specialties which are listed in his catalogue.

Mr. Kelsey is a member of the Salem

Chamber of Commerce, the Mass. and American Forestry Association, National City Planning Conference, Boston City Club, New York City Club and many other clubs. For seven years he was Chairman of the Salem Planning Board, the first planning board in Massachusetts, and was the first chairman of the Massachusetts Federation of Planning Boards. He was president of the Appalachian Mountain Club 1920 and 1921. He is now a member the National Parks Committee, chairman of the N. E. Conference for Protection of National Parks, director in the Salem Club and secretary of American Joint Committee on Horticultural Nomenclature. He is a former president of the N. E. Nurserymen's Association.

He has done a great deal of landscape work and city planning. He made development plans for the cities of Columbia, South Carolina, and Greenville, South Carolina;
(Continued on page 23)

American Association Convention Report Continued

the period of one year. Mr. Moon also suggested consideration of provision of a rubber stamp reading in substance: "Stock herein quoted is of grade according to A. A. N. standards." He thought the result of use of the code and this stamp would soon be general throughout the membership and throughout the Nursery trade.

Upon motion by Mr. Kelsey the list of standardized plant names and a color standard were adopted. Also the provision as to unfair practices was adopted, with the special indorsement of Messrs Cashman and Wyman. At the suggestion of M. Q. McDonald, Washington, D. C., the word "secretly" was inserted as qualifying giving or taking of a bribe.

At Thursday afternoon's session reports by the committee on resolutions were adopted. There was recognition of the deaths of members of the Association in the last fiscal year and especially of the deaths of J. M. Underwood, J. T. Lovett and John Hall.

CERTIFIED TREES

Prof. J. K. Shaw delivered his interesting illustrated lecture on "Possibilities of Nursery Tree Certification." This elicited much practical discussion. Prof. Shaw said he had received letters from Nurserymen asking where they could procure certified trees.

C. C. Mayhew—"Certified as to what?"

Prof. Shaw—"As to varieties. Last year, we issued, upon examination, certificates reading in effect: "The trees in this package bearing the lead seal have been certified by the Massachusetts Horticultural Society as being true to name."

T. E. Griesa—"In other words the public pays as it does for the gold band on a cigar. Most Nurserymen now have their scion orchards and are reasonably safe as to varieties. The plan proposed would in my opinion increase the cost beyond the means of most planters. It would increase the cost to the planter, for insurance, at least 10 to 15%. It's all right if people want it."

Prof. Shaw—"I presume Nurserymen will feel justified in charging more because of certification. It is up to the fruit grower to pay the cost of the insurance."

Orlando Harrison—"I wonder if Nurserymen could instruct their own men to make this inspection and certification. Nurserymen should welcome the kind of work Prof. Shaw has been doing."

A representative of the Kirkman Nurseries in California directed attention to the work of the Nurserymen's Bud Selection Association.

Orlando Harrison—"Why should not the Nurserymen spend some money and try out this plan that Prof Shaw has explained, and thus help out the experiment stations which have none too much money to work with at best? I think we should do it to co-operate with the fruit grower. We see the disadvantage of continuing on lines whereby ten per cent of trees planted in orchards are not true to name. It is a mighty good thing to cut buds from bearing trees. I think we might reduce that ten per cent to one-half of one per cent."

Upon motion of J. R. Mayhew, the whole subject was referred to the executive committee to report at the 1924 convention.

AMERICAN ROSE SOCIETY

Robert Pyle, fresh from the Pacific Coast where he attended the rose festival at Portland, Ore., made a plea for support of the work done by the American Rose Society

and secured quite a number of memberships among the Nurserymen at the convention.

"This is an age of specialists," said he. "I am married to the rose. I feel that the largest beneficiaries of the great work of the American Rose Society are the Nurserymen. The Rose Annual contains the names of the members of the Society—a fine mailing list for Nurserymen. These names represent persons in fifty states on this continent and 25 abroad. We have 2932 members. The membership fee is \$3 per year including the Annual."

A report by the committee to co-operate with the U. S. Dept. of Agriculture in developing American supplies of raw material for Nursery stock was presented by the chairman, Henry B. Chase. The Government is investigating the growth of American fruit and nut tree and ornamental stocks and localities best suited therefor. It has experiment stations at Bell, Md.; South Haven, Mich.; Diamond Springs, Va.; Shasta, Altadena and San Dimas, Cal. Pomona College in California offers a tract for the purpose. It is suggested that when Nurserymen are in the vicinity of any of these places they visit them and note the progress of the work.

OFFICERS AND MEETING PLACE

The report of the committee on nominations for officers and a place for the next convention was made by Charles H. Perkins, 2nd., the secretary of the committee. Mr. Perkins reported:

For members of the executive committee for two years: Paul C. Lindley, Pomona, N. C.; Earl E. May, Shenandoah, Ia.; F. A. Wiggins, Toppenish, Wash.

For President—Harlan P. Kelsey, Salem, Mass.

For Vice-president—George A. Marshall, Arlington, Neb.

For Treasurer—J. W. Hill, Des Moines, Ia. Places for meeting suggested are: San Francisco, Cal.; Estes Park, Colo.; Toronto, Canada; New York City; Atlantic City, N. J.; Chicago, Ill.

Upon motion by J. R. Mayhew the secretary cast the ballot of the Association for the list of persons named and those persons were declared the duly elected officers.

F. A. Wiggins, J. R. Mayhew and H. H. Mains presented the claims of San Francisco for a convention meeting place. W. M. Simon talked for Kansas City to which place the Western Nurserymen's Association has invited the national association to come. Messrs. Rockwell, Harrison, Osman, Moon and Miller presented the claims of Atlantic City. A. M. Augustine spoke for Chicago and remarked the while it is a good thing to get away from home occasionally he was confident that the A. A. N. would soon hurry back to the metropolis of the Middle States. He did not say "to Congress hotel." Mr. Leedle talked for Springfield, O., and V. P. Hill put in a word for Boston.

The president appointed as tellers Messrs. Pyle, Watson, Howard, Rockwell and Sizemore. Mr. Pyle suggested that members should remember that the 50th anniversary meeting would be held in 1925 and the 1924 meeting place should be selected with that fact in mind.

The result of the first ballot was: Boston 1; Chicago 3; Springfield 3; Estes Park 13; San Francisco 11; Kansas City 16; Atlantic City 48. On the second ballot, confined to the two highest above the result

was Atlantic City 72; Kansas City 31. The choice of Atlantic City was announced by the chair. Mr. Cashman suggested that a reduced railroad rate for the round trip be procured.

J. W. Hill in reporting for the committee to confer with the Federal Horticultural Board, said that rulings favorable to the Nurserymen had been secured and that the Association and the Board are co-operating cordially.

J. R. Mayhew referring to the action taken in regard to the vigilance committee, asked for a reconsideration because in his opinion the arrangement by which the secretary of the Association was to be the chairman of that committee was not a wise one. It really placed an employee in the position of passing judgment upon his employer. Mr. Cashman said he was not wholly satisfied with the proposed new plan, but the executive committee had not been able to induce an active member of the Association to accept the chairmanship of the vigilance committee. J. W. Hill agreed with Mr. Mayhew and thought the secretary already had more work than he should be asked to do. Henry B. Chase said the executive committee consulted Secretary Sizemore before making the recommendation, and that the secretary had said he thought he could do this extra work. Mr. Chase said proper remuneration therefor would, of course, be provided. The secretary is now receiving a salary of \$4,000. His traffic work practically reimburses the Association for this amount. Mr. Wiggins thought it a good idea to have the work of the vigilance committee in the hands of a continuous bureau, so that close track of the work could be kept. Mr. Chase suggested that the plan recommended by the executive committee be tried out for the coming fiscal year. This idea prevailed and the motion by Mr. Mayhew to reconsider was lost.

MARKET DEVELOPMENT

At the concluding session of the convention the subject of publicity and market development was discussed at length following the presentation of reports on "Plan to Plant Another Tree" by Secretary J. A. Young, of the Tree Lovers Association of America; "Attainment Through Co-operation," by Secretary C. A. Tonneson of the Pacific Coast Association of Nurserymen, and "Market Development" by F. F. Rockwell of the publicity committee of the A. A. N. An appropriation of \$7,500 for publicity during the year was named. J. R. Mayhew thought the amount should be nearer \$75,000 and finally suggested \$100,000. Members of the executive committee thought the amount appropriated would produce great results. The matter was left with the executive committee.

J. M. Irvine, advertising manager of the County Gentleman, addressed the Association on practical trade topics, urging Nurserymen to give service and high grade stock and charge accordingly.

Just before the close of the convention Henry B. Chase, in behalf of the membership presented to the retiring president, Paul C. Lindley, a fine watch and to Mrs. Lindley a gold pencil, remarking that the gifts were an expression of the appreciation by the membership of the earnest and valuable work of Mr. Lindley and the practical assistance in that work of Mrs. Lindley.

Say you saw it in AMERICAN NURSERYMAN

Report of Secretary and Traffic Manager Sizemore

EXPRESS COMPLAINT

Since last convention we endeavored to have the express people restore second-class rating on Nursery stock shipments but without success. For the past eight months we have been securing data and other evidence for the purpose of filing a formal complaint with the Interstate Commerce Commission. About four thousand letters were mailed to the membership and outside Nurserymen for the information needed which has been compiled and a formal complaint laid before the Commission on June 1st, and we are now awaiting their docket number and advice as to what date will be given for this hearing.

EMBARGOES

The secretary's office was successful in having all embargoes against Nursery stock lifted or modified in such manner that no particular hardship was felt by any of the membership. The department, Bureau of Service, Washington, D. C., in charge of embargoes, appeared to realize the necessity of quick movement on Nursery stock and gave all our requests courteous and prompt attention.

The secretary's office was also successful in locating and having rushed forward about seventy-five cars of delayed Nursery stock which has been referred to the office for tracing and expedited movement.

MEMBERSHIP

Last year 322 members. Out of this number 320 paid their dues and 12 dropped out which shows a loss of 4%.

This year 396 members. Up to this time 375 have paid their dues and 21 have not. Should none of the 21 pay up it will show a loss of 5%.

The above shows an increase in the membership of 76 since last convention.

FINANCIAL REPORT

Receipts

Balance in Treasury July 1st, 1922.	\$21,378.43
Interest at Des Moines 1921 Balance	54.79
Dues (Last Year)	1,220.00
Dues (This Year)	13,745.00
Badge Book Advertising (Last Year)	46.00

Exhibits

Jagerson Fuel Co., Neenah, Wis.—Baled Cedar Tow.
A. T. De La Mare Co., N. Y. City—Florists' Exchange and books.
Onarga Nursery Co., Onarga, Ill.—Tree digger.
Garden Press, Davenport, Iowa—Nursery printed matter; monthly landscape letter.
Process Color Printing Co., Rochester, N. Y.—Plate books for Nurserymen.
D. Hill Nursery Co., Dundee, Ill.—Evergreens.
J. Horace McFarland Co., Harrisburg, Pa.—Catalogues for Nurserymen.
Jim Parker, Tecumseh, Okla.—Thornless Dewberry.
Rock River Irrigation Co., Rockford, Ill.—Irrigating Systems.
United Litho. and Printing Co., Rochester, N. Y.—Plate books.
A. B. Morse & Co., St. Joseph, Mich.—Catalogue and color printing.
E. C. Hilborn, Valley City, N. D., Northwest Nursery Co.—Amateur's Guide to Landscape Gardening.
B. F. Congisky, Peoria, Ill.—Landscape views and folders of shrubs and flowers.
Benton Review Shop, Fowler, Ind.—Horticultural Printers.
Monroe Letter Head Specialists, Huntsville, Ala.—Sales Stimulating Stationery.
Swenson Nursery Co., Siloam Springs, Ark.—Nursery stock.
Robert C. Young, Greensboro, N. C., Boxwood, Carberry.
Bolens Power Hoe—Gilson Mfg. Co., Port Washington, Wis.

Badge Book Advertising (This Year)	1,697.00
Revenue from R. R. Claim Collections	921.75
Revenue from Collection Bureau (Bad Accounts)	3,196.12
Sundry Collections	1,052.10
Interest on Daily Balance at Des Moines	437.64

TOTAL RECEIPTS THIS YEAR. \$43,748.83

Disbursements

Report 1922 Convention	207.50
Premium on Secy. and Treas. Bonds and Ins. Policy	63.06
Donation "Plan to Plant Another Tree"	2,000.00
Legal Advice	314.64
Market Development and Publicity Bal. from last year	1,043.94
Market Development and Pub-	



CHARLES SIZEMORE, Louisiana, Mo.
Secy. and Traffic Mgr., American Association
Nurseryman

licity, this Year	5,774.82
J. W. Hill, Treasurer, Salary and Expense	108.02
Publishing 1922 Annual Reports	352.20
President's Office Expense	443.25
R. R. Fare and Hotel Expense of the Executive Committee-Secretary and Other Committee Meetings, from Last Year	835.72
R. R. Fare and Hotel Expense of the Executive Committee-Secretary and Other Committee Meetings, this Year	1,717.82
General Misc. Expense, Bal. from Last Year	480.32
General Misc. Expense, This Year	713.27
Standardization Committee Expense, Bal. from Last Year	123.98
Standardization Committee Expense, this Year	713.27
Vigilance Committee Expense (1920-1921-1922)	234.80
Vigilance Committee Expense, This Year	39.87
Publishing 1923 Badge Book (600 copies)	573.50
Secy. and Traffic Mgr.'s Salary and Office Expense	7,510.93

TOTAL DISBURSEMENTS \$23,395.58
BALANCE IN TREASURY \$20,353.25

\$43,748.83

Secy. and Traffic Manager's Office Expense

Itemized	
Secy. and Traffic Manager's Salary	\$ 4,000.00
Stenographers' Salary	1,900.00
Telephone and Telegrams	158.28
Express and Drayage	33.17
Government Stamped Envelopes and Misc. Postage	670.07
Office Furniture	74.00
Supplies for Office and Various Committees	316.00
Office Rent and Misc. Expense	358.56

\$7,510.93

Earnings of the Secretary and Traffic Manager's Office

Revenue from R. R. Claim Collections	917.40
Revenue from Collection Bureau (Bad Accounts)	3,185.58
Badge Book	1,123.00
Sundry Collections (From outside Nurserymen on Express Complaint)	383.60

\$5,607.58

Railroad Claims and Collection Bureau Collections

This year we have collected for the Nurserymen railroad claims and collection bureau accounts \$35,905.13. We have accounts and claims still pending amounting to \$66,459.20, and continue to receive new accounts almost daily.

Out of the 396 members of the Association only 103 members placed their claims and collections with us.

The following list shows the names of the members and amounts collected for each:

Allen Nursery Co.	\$ 130.00
W. F. Allen & Co.	500.00
Andrews Nurs. Co.	41.67
Augustine & Co.	214.45
Aurora Nurs.	7.95
Austin Nurs. Co.	34.00
Bay State Nurs.	50.00
Brown Bros. Co.	360.00
Bryant's Nurs.	156.22
Buntings Nurs.	279.00
C. R. Burr & Co.	266.00
Carman Nurs. Co.	500.33
Chase Bros. Co.	49.06
Chase Nurs. Co.	1,138.38
The Benj. Chase Co.	192.10
Cedar Rapids Nurs. Co.	81.25
Clinton Falls Nurs. Co.	35.29
W. E. Collins Co.	144.50
Conard & Jones Co.	518.42
Cumberland Nurs.	628.00
Des Moines Nurs. Co.	44.35
Durant Nurs. Co.	34.18
Elizabeth Nurs. Co.	4.46
Elm City Nurs.	175.00
F & F Nurseries	21.00
Farina Nurs. Co.	313.16
Farmer Nursery Co.	12.00
Conyers B. Fleu, Jr.	20.47
Forest Nurs. Co.	954.10
Fraser Nurs. Co.	75.30
W. E. Galeener	9.72
F. B. Garrett & Sons	85.60
Globe Nurs.	10.00
Graham Nurs. Co.	123.50
Greening Nurs. Co.	587.47
Gurney Seed & N. Co.	75.00
L. W. Hall Co.	18.67
W. S. Hallman	35.00
Hawks Nurs Co.	1.08
D. Hill Nurs Co.	2,143.62
C. M. Hobbs & Sons	776.31
Holman Bros.	5.00
Holsinger Nurs.	15.00
W. T. Hood & Co.	448.75
Hoopes Bro. & Thomas	149.10
T. S. Hubbard Co.	644.15
Huntsville Who. Nurs.	693.89
Jackson & Perkins Co.	267.98
H. W. Joiner	220.90
J. F. Jones	52.00
Kelly Bros. Nurs. Co.	165.00
Harlan P. Kelsey	138.00
Leedle Floral Co.	279.00
McHutchinson Co.	482.70
Maloney Bros. Nurs. Co.	1,039.80
Marshall Nurs	399.94
Thos. B. Meehan Co.	515.57
Wm. F. Miller	703.79
Mt. Arbor Nurs.	1,199.81
Mt. Hope Nurs.	31.75
J. L. Murray	428.82
Nagle Fruit Farm	1,085.20
Naperville Nurs.	85.65
National Nurs.	675.35
National Nurs. P. Company	111.60
J. A. Nelson & Son	56.50
New Brunswick Nurs.	15.43
North Star Nurs.	370.89
Onarga Nurs.	3,501.69
Penn. Nurs. Co.	13.00
Princeton Nurs.	127.17
Prudential Nurs.	9.10
W. C. Reed & Son	1,184.78
E. C. Robbins	394.50
Julius Roehrs Co.	421.23

(Continued on page 13)

Sidelights on Chicago Convention

"Ty" Cobb, of Chase Bros. Co., Rochester, N. Y., and W. H. Mastin of Newark, N. Y., are among those who motored to Chicago for the convention. They had been away from Western New York two weeks, visiting Nurseries in Pennsylvania, Ohio and Michigan.

The Baby Ramblers met in annual session and banqueted at Chicago last month. Robert Essig, Pontiac Nursery Co., Detroit, Mich., was elected president; Miles A. Bryant, Princeton, Ill., vice-president. The secretary is Horton Bowden, Rice Bros., Geneva, N. Y.

Chairman Augustine of the arrangements committee said that while the committee could properly be held accountable for the state of the weather during the convention proper it could not be blamed for the hot weather of the days preceding the convention dates. The committee had arranged for entirely satisfactory weather on Wednesday, Thursday and Friday and cited the marked change of temperature following Monday night's heavy rain storm with a drop of 31 degrees as proof of its good faith.

A pressing invitation to attend the annual convention of the Southwestern Nurserymen's Association in September was extended by President George F. Verhalen of that association.

Col. E. H. Merrill, vice-president, and H. H. Main, executive secretary of the San Francisco Convention and Tourists League were active in presenting the claims of Frisco as a convention city. California poppies were passed out for boutonnières. These gentlemen boosted for a convention of the A. A. N. in the near future.

J. F. Donaldson, long the proprietor of the Willadean Nurseries at Sparta, Ky., is seriously ill of paresis. His business affairs considerably neglected by reason of his long illness, are being cared for by friends.

Wm. F. Miller, Gloucester, N. J., is the original Atlantic City man. It was his early and persistent advocacy of that place in behalf of "The Playground of America" that sowed the seed which in four days' time ripened into a selection. Miller is a hustler in all he undertakes. He'll be there to welcome all.

The tall figure of J. B. Pilkington with head swathed in white and surmounted by a big hat—just as he came from the hospital—immediately earned for him the sobriquet of the Sheik of Portland.

August Rolker & Sons, New York City, was the only one to make reply on the first request at the committee on standardized horticulture for an expression of opinion. It required follow-up letters to get expression on this very important subject!

A suggestion that the members might like to hear Messrs. Moon and Watson sing caused the chair to rap with the gavel vigorously and to remark: "We've got to get along with our program."

E. H. Smith, Henry B. Chase, Paul C. Lindley, O. Joe Howard and E. P. Bernardin, were among the Rotarians at the St. Louis Rotary convention en route to the A. A. N. convention.

J. Edward Moon who has served on the committee on legislation of the A. A. N., directed attention to the overlapping of work by reason of several special committees on subjects which for the most part belong on the legislation schedule. Probably some of these matters will hereafter be referred directly to the committee on legislation.

Upon motion of Mr. Kelsey the subject of interstate quarantine measures was referred to the executive committee. It was suggested that members of the committees on legislation of the sectional trade organizations be added to the committee on legislation of the national body.

The Baby Ramblers enjoyed their annual banquet at The House That Jack Built, 28 miles from Chicago. No mention has been made of chaperones from the Parent Ramblers. The Babies say they are ready to put on a banquet for the A. A. N. again when it is desired. Their success at the Detroit convention is still in mind. President Lindley announced in convention last month that the matter of a banquet for 1923 was considered but that it was thought once in two or three years was sufficient. One would be appropriate in 1925 upon the occasion of the Fiftieth Anniversary of A. A. N.

Annual meeting of the Wholesale Fruit Tree Growers, American Protective Association and Franco-American Seedling Company were held during the Chicago convention.

When Charles A. Ilgenfritz, Monroe, Mich., was president of the A. A. N. in 1902 he proposed that the annual dues be increased from \$2 to \$5. There was much demurring, but at the 1903 convention the dues were increased to \$5. There has been steady advance in amount of dues since then.

The report of the committee assisting S. B. Detwiler, U. S. Dept. Agr., in the compilation of a summary of quarantine regulations announced that a chart showing state regulations can be obtained from state Nursery inspectors and that a circular of information by the Department will be ready Sept. 1st. Some of the charts were distributed at the convention. The committee is composed of A. H. Hill, J. A. Young and Paul Stark.

Henry B. Chase made a report on suggestions for a uniform shipping tag.

Following the reports on publicity work and market development by Messrs. J. A. Young and F. F. Rockwell, J. Edward Moon moved that the work of both the

organizations thus represented be cordially approved, that the requests of both for financial support be considered by the executive committee and that the committee be liberal in its appropriation for the purpose.

In presenting to the retiring president a gold pen for Mrs. Lindley, Mr. Chase said the Association remembered especially that Mrs. Lindley had remarked to her husband when he was wrestling with vigilance committee matters: "In all this vigilance committee work, remember always to temper justice with mercy."

J. H. Skinner exhibited a book on horticulture printed in England under date of 1657. The Nurserymen who saw the book were much interested in the changes in methods in more than two hundred and fifty years. The book was given to Mr. Skinner by John Watson.

Among the recently published practical helps for planters is a vest pocket 16-page folder prepared by F. F. Rockwell of the National Planting Service of the American Association of Nurserymen, entitled, "How to Plant Them So They Will Live." It gives nine simple rules that will insure success in setting out trees, shrubs and plants. It is directly in line with the long-time urging by the American Nurseryman that "The Sale of Nursery Stock Does Not End All." This journal has persistently argued for maintenance of the Nurseryman's interest in the success of the planter with the products the Nurseryman has supplied.

J. M. Irvine in his address in Chicago said he was deterred from buying rose bushes because of the difficulty in protecting them from insect pests in culture. "The first Nursery concern that shows me how to overcome this disadvantage is going to get my order for rose bushes," he said.

This is proof of what the American Nurseryman has argued for many years. In the first place it is very poor business policy to decry the efforts of the U. S. Department of Agriculture to keep insect pests out of the country. The planting public is bothered enough with such pests as are here. We should think Nurserymen would always have hailed with delight a measure which tended to encourage the planting not only of roses but all plants and trees!

In the second place Mr. Irvine indorses our argument for solicitude on the part of the Nurseryman as to the success or failure which results from the planting of Nursery stock that he has sold. One Nurseryman at least emphasizes care after planting; he is J. A. Young, whose slogan "Plan to Plant Another Tree," he believes and preaches, implies care after planting.

George W. Jones, of the Valdesian Nurseries, Bostic, N. C., writes that the growing season has been good. Nearly everything has put on fine growth and the outlook for fall is as good if not better than last year.

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Is accomplishing much for the Nursery Trade. Practical Departments and Active Committees are at work. Are YOU a MEMBER? Write CHARLES SIZEWORE, Secy., LOUISIANA, MO.

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On the Invalid List

Hospital and near hospital cases among A. A. N. members marked the Chicago convention as unusual.

Jim Parker had a serious accident when he was struck by a street car at State and 12th streets in Chicago Wednesday. The accident did not come to the attention of the Nurserymen for 24 hours. Mr. Parker had been taken to St. Luke's Hospital where for some time he was in an unconscious condition, having been injured in the head. J. R. Mayhew, C. C. Mayhew and John Parker, a brother of Jim, visited the patient frequently and reported his condition to the Nurserymen at the convention. C. C. Mayhew obtained a copy of the record of the accident from the files at police headquarters, with names of witnesses. When Mr. Parker was able to talk, some days afterward, he said he had no knowledge of what had happened or how. On the last day of the convention Mr. Parker was reported steadily gaining. It was at first feared that his skull had been fractured. Flowers were sent to Mr. Parker by the Association and members called upon him.

J. B. Pilkington, Portland, Oregon, was on hand early, as usual, but on the second day before the development of a carbuncle caused his removal to St. Luke's Hospital where an operation was performed by a surgeon recommended by J. C. Vaughan. Mr. Pilkington was confined to the hospital throughout the convention dates, causing many expressions of regret. Upon motion of Thomas B. Meehan and J. Edward Moon flowers were taken to Mr. Pilkington's room at the hospital by a special committee composed of A. M. Augustine, J. Edward Moon and Alvin E. Nelson.

Lloyd C. Stark was incapacitated to some extent by the effects of a boil.

President Harlan P. Kelsey, former President Paul C. Lindley and Henry B. Chase remained in Chicago until Sunday to visit the invalids. Mr. Pilkington started on Saturday for Portland, Ore., pretty well padded but feeling lively and happy. Mr. Stark started home in good shape. Mr. Parker was progressing and was past danger. The A. A. N. officers left him in the charge of his brother.

Albert M. Ferguson, of the Northern Nursery Co., Denver, Colo., died May 11th, aged 62 years. He had been in the Nursery business with his brother, C. G. Ferguson, 35 years. His widow survives.

Thoroughly Matured Seedlings

Consider these Points Carefully

Washington Nursery Seedlings are clean, healthy and hardy.

Grown on new ground—never before in nursery stock.

Moisture under control. No fall rains to induce late growth.

Crisp fall weather ripens them fully and naturally.

Dug and graded under the best of conditions.

Quality, grade and pack guaranteed.



Washington Nursery Co.

Toppenish, Washington

(IN THE FAMOUS YAKIMA VALLEY)
Box Q-1

President Paul C. Lindley of the A. A. N., attended the Rotary convention in St. Louis en route to the Chicago convention. E. H. Smith, Henry C. Chase, O. Joe Howard, E. P. Bernardin and others were also there.

A. Chandler Manning, of Boston, Mass., is now at the head of the landscape department of the J. Van Lindley Nursery Co., N. C.

O. Joe Howard of the Howard-Hickory Co., Hickory, N. C., says: "Three years ago we started this business. We've bought the land, constructed the best packing house in the South, have a fine lot of stock coming on, paid our bills and declared a dividend. Business is good."

The new Nursery of the J. Van Lindley Co., Pomona, N. C., at Friendship, N. C., will be a valuable source of supply next season. "People are ready to buy," says Mr. Lindley. The problem is mainly one of production.

Walter Hillenmeyer, Lexington, Ky., who was on the program for the Chicago convention, was unable to be present on account of illness which confined him to bed for nine weeks, due presumably to infection from teeth or tonsils. He was much improved at last report.

See you saw it in AMERICAN NURSERYMAN

Secretary's Report

(Continued from page 11)

Rohlf's Nurs.	264.31
Roselawn Nurs.	40.00
W. N. Scarff & Son	31.61
F. E. Schifferli	532.50
Shenandoah Nurs.	593.70
Simpson Nurs. Co.	448.75
J. H. Skinner & Co.	985.45
W. & T. Smith Co.	612.91
Southern Nurs. Co.	94.69
J. Spielman & Son	87.52
F. H. Stannard & Co.	197.45
Star's Brothers	2,090.46
Storrs & Harrison	220.43
C. W. Stuart & Co.	186.23
Texas Nurs. Co.	506.69
W. W. Thomas	210.00
Thomasville Nurs.	98.20
U. S. Nurs. Co.	54.27
Verkade's Nurs.	46.00
Vienna Nurs.	32.40
H. J. Weber & Sons	1,505.30
Wedge Nurs. Co.	97.52
Westover Nurs.	73.56
White Elm Nurs.	65.35
Wild Bros. Nurs.	22.96
Willadean Nurs.	15.00
Willis & Co.	9.16
A. E. Wohler	1.56

Respectfully submitted,

CHAS. SIZEMORE,

Secy. and Traffic Manager.

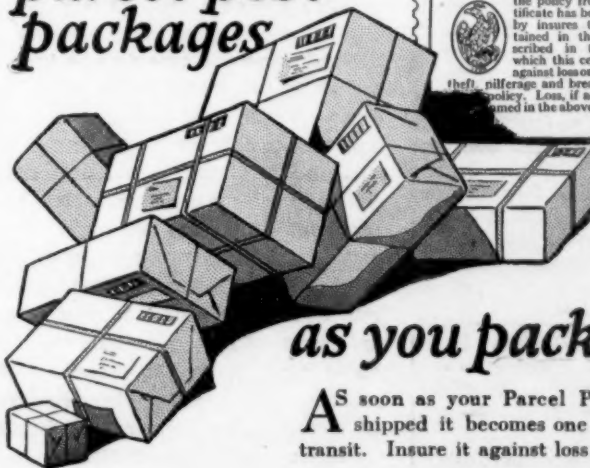
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Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

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Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., JULY, 1923

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalism."—John Watson.

ALL THE YEAR AROUND SHIPPING

The subject of storage of Nursery stock was touched upon several times during the Chicago convention of the A. A. N. Harlan P. Kelsey in his report on standardization of horticultural practice directed attention to the many phases of this subject that should be especially studied. It is believed there are possibilities not thought of. In his opinion in the near future the bulk of the Nursery business of the country will be done with the use of the storage house, and there will be shipping the year around.

What is needed is standardized design and operation in storage facilities, subject, of course, to the requirements of localities. The U. S. Department of Agriculture is studying the subject. Dr. Coville by his chilling process has kept stock over two years.

Upon motion of J. Edward Moon the executive committee of the A. A. N. has been requested to provide a special committee on investigational work on storage plants for Nursery stock.

ETHICS IN CALIFORNIA

In his report at the annual convention of the California Association of Nurserymen Secretary C. K. Grady said:

"I desire to call your attention again to our code of ethics. We cannot afford to relax from the highest standards of doing business, and this code contains a set of principles which should be maintained at all costs. Every violation by any members of its provisions works harm on the industry as a whole, and we can best elevate our profession by maintaining the most scrupulous regard for the dictates of honorable dealing. There has been great improvement in this respect in recent years, and we should continue to strive for greater improvement in the future. Let us adhere to the Golden Rule and all will be well with our calling."

A STEADY ADVANCE

The 1923 convention of the American Association of Nurserymen recorded highly satisfactory results. Particularly pleasing was the entire lack of contentious discussion. Harmony prevails throughout the organization and wise counsel is governing, unimpeded, the many important undertakings before the national body. President Paul C. Lindley's excellent judgment and constant application to Association affairs produced district advance in the welfare and usefulness of the organization. All the officers and committees deserve special thanks for hearty co-operation throughout the fiscal year just closed. Members generally have aided materially in the work of the Association.

Most of the trade matters of importance which have been suggested from time to time have been taken up by the Association and are being handled in a business-like way. With the fixed determination in the minds of the great majority now, that the American Association shall be the leader in placing the Nursery Trade upon a high plane and in keeping it there, the Association starts out on another year with full equipment and encouragement for bringing about the steady and marked growth that ought to characterize a body of this kind. Problems which a few years ago would have been allowed to hamper advancement are these days faced confidently and boldly and disposed of on the spot for the best interests of all concerned.

The American Nurseryman hails with special satisfaction existing conditions and congratulates heartily the Nurserymen of the country in their united attitude in favor of all that makes for sound business practice and aggressive procedure on lines that are all to the good. Action begets confidence. Having acted fearlessly, it is easier each time to unite on the better way.

There was a surprising lack of political activity at this convention. What a welcome relief! We do not recall a single proposition, discussion or action in which the good of all rather than the immediate gain of some individual or class was not uppermost. That spells harmony. That makes much lighter the arduous work of planning and executing the advancement of a nation-wide industry. It heightens the interest in the organization on the part of every member. It greatly increases the efficiency of organized procedure. Upon every hand, in and out of committee sessions, and on the floor of the convention, there was uppermost the spirit of give and take. Questions of organization methods, of standardizing practice, of quarantine regulations, of business ethics, of publicity and market development, etc., are now handled by the Association with open minds, and an earnest desire to arrive at that which is best for the industry both in sections and as a whole.

This journal has argued long and persistently for these conditions in the na-

tional organization, because there especially they should prevail. Under these conditions there can be the hearty co-operation by the regional organizations which is so much desired and which holds out so much of promise for definite progress.

Our report in this issue of the proceedings of last month's convention contains probably as much as our readers can assimilate at one time. More will be given in succeeding issues.

The coming year is full of promise for further marked advancements under the new administration. The Association is fortunate in its choice of officers and executive and other committees. President Harlan P. Kelsey is admirably suited to the duties he has been called upon to perform. His high regard for all that makes for the true advancement of the Nursery Industry is most timely applied to the leadership of the organization. There is no question as to where he stands on any matter affecting maintenance on a high plane. His administration will clinch, let us hope for all time, the remarkable forward steps taken in recent years.

AMERICA CAN SUPPLY ROSE STOCKS

A request by the Federal Horticultural Board that the Nurserymen advise as to the likelihood that all the rose stocks needed in America can be produced in this country in the near future, resulted in a vote by the A. A. N. replying in the affirmative—the time limit suggested being two years from now.

There was considerable discussion at the Chicago convention among the large rose growers present. Jackson & Perkins Co., in the East, and Messrs. Wiggins and McGill on the Pacific Coast, believe certain that this country can supply all the stocks needed two years from now. Robert Pyle, of Conard & Jones Co., and Mr. Flemer of the Princeton Nurseries, believe the stocks can eventually be produced in this country in sufficient number and of the desired quality, but are of the opinion that as to the quality at least this has not been conclusively proven.

It is probable that as the result of this Association expression, the F. H. B. will consider exclusion of rose stocks under Quarantine 37 in the near future. A questionnaire sent out by the advisory committee of the A. A. N., brought a majority of replies to the effect that the stocks can be produced in this country.

Plant Propagators Association

At the annual meeting of the American Plant Propagators Association in Chicago last month several members were added. Vice-president J. A. Young presided in the absence of President E. M. Sherman. Members added were W. E. Hamilton, Willadean Nurseries, Springfield, O.; Edward Teas, Houston, Tex.; Malmo Nursery Co., Seattle, Wash.; Central Nurseries, Normal, Ill.; John Nordine, Jewell Nursery Co., Lake City, Minn. The officers were re-elected. F. W. von Oven, Naperville, Ill., is the secretary-treasurer.

Robert George of the Storrs & Harrison Co., Painesville, O., and E. G. Hill, Richmond, Ind., are on a tour of the Pacific coast. With Robert Pyle, West Grove, Pa., Fred H. Howard, Los Angeles, and others, they attended the rose festival at Portland, Ore., last month.

Identification of Trees and Plants in Nursery Rows

Illustrated Address by Prof. J. K. Shaw Before American Association of Nurserymen—Practical Means for Certification of Varieties—Valuable Progress In Avoiding Complaints from Planters—Lead Tags and Certificates.

BEFORE discussing the subject assigned to me on your program I desire to present, at the suggestion of the chairman of your program committee, certain things that are very intimately associated with the problems of tree certification. I want to discuss for a few moments the leaf characters of apple varieties and their value in variety identification. Of course variety identification must precede certification and, while leaf characters do not tell the whole story, they are of great importance in determining if a variety is true to name. I have a few lantern slides to illustrate leaf characters, most of the slides I shall show you are made from the same plates as the cuts in our Bulletin 208, a copy of which I trust a good many of you have seen. If you do not have a copy it may be secured on request.

Now I am perfectly aware that identification of varieties in the Nursery row is nothing new; that many old and experienced Nurserymen know varieties just as well or better than I do. Yet I have wondered if such men were not a less effective factor in the Nursery business than formerly. The business has become highly organized with an increasing proportion of temporary, unskilled and careless employees. It seems to me that the problem of misnamed trees has not been solved, but becomes more troublesome as time goes on. It is a source of trouble to both Nurseryman and fruit-grower and often of severe losses to both. I have no means of estimating the proportion of misnamed trees received by growers, but I have been led to believe that approximately 10% of the fruit trees coming into New England are wrongly named. On the average about 100,000 apple trees are planted in Massachusetts each year. If 10% of these are wrongly named and the loss is \$2.00 per tree, which is certainly a low estimate, it means a loss of \$20,000 per year in Massachusetts alone.

I have been told by Nurserymen that misnamed trees arise principally from mixtures in the Nursery row and it is certain that mixtures in the Nursery row are only too frequent. I am persuaded, however, that there are many errors in the packing shed, which is not at all strange when one considers the type of help most large Nurseries are compelled to employ. I hate to say that a Nurseryman will be less careful and conscientious when dealing with a brother Nurseryman than when selling to the fruit-grower, but experience and observation lead me to believe that such may be the case. Certain it is that every transaction involving a given lot of trees increases the chances of error and decreases in some degree at least the certainty of the grower getting what he orders. Do not think that I share the belief of some fruit-growers that all Nurserymen are rascals. As a class they are as honest and dependable as the fruit-growers themselves. Just as there are some fruit-growers that "deacon" their apple packages, so there are a few Nurserymen who knowingly deceive their customers. Such do not continue long in the business. The worst charge that I can bring against the Nurserymen is that many of them do not feel the responsibility that they should feel to give the grower good trees true to name.

Yet Nurserymen as an organized group and as individuals have made sincere efforts to correct the evil of misnamed trees. They are constantly endeavoring to eliminate mixtures in the Nursery row. They have gone back to bearing trees for their supply of buds and have tried to keep things straight in the packing shed. Some have gone further than the usual guaranty of replacement of money refunded in cases where misnamed trees have been sold. Recently there has been proposed a scheme of insurance to cover losses arising from the planting of misnamed trees.

It is sometimes asserted that the fruit grower will always buy trees where he can get them the cheapest, that he will refuse to pay the relatively higher price which the careful, conscientious Nurseryman must necessarily charge for his stock. There is a good deal of truth in this, yet I am persuaded that if the fruit-grower could feel assured beyond reasonable doubt that he was getting trees true to name he would not hesitate to pay a moderately increased price. In the past he has not felt sure that the higher price gave assurance of trees true to name.

In an effort to solve this problem the Massachusetts Fruit Growers' Association has carried on for the past two years a scheme of variety certification of trees in the Nursery row. This organization offers certification, to any Nurseryman, of trees growing in the state or of trees growing in Nurseries in other states but purchased for planting or resale in Massachusetts. Requests for certification are turned over to the Department of Pomology of the Experiment Station. An expert is sent to examine the growing trees and if they are found true to name a small hole is drilled through a branch of the tree and an ordinary lead seal is inserted. This is sealed with a hand seal press which stamps on the lead the words "certified to be Baldwin" or whatever the variety may be and on the reverse side the letters "M. F. G. A." and the year in which the work is done. This seal cannot be again attached if removed from the tree and may remain until the tree comes in bearing. Thus the variety name goes with the tree until bearing age, preventing any later errors or at least rendering them easily corrected if made.

The actual cost of the work is collected by the association from the Nurserymen who in turn may pass it on to the purchaser of the certified trees. It has in the past amounted to between two and three cents per tree. Carried out on a larger scale the cost should approximate two cents per tree.

Thus far the work has been limited to about a dozen varieties of apples including those most commonly planted in commercial orchards. One-year trees have not been certified for three reasons; they are somewhat more difficult to identify; there are fewer of them sold and there is more risk of damaging the tree owing to the fact that the seal would have to be inserted in the trunk of the tree.

The question may be asked if it may be extended to fruits other than the apple. The answer is, yes. Pears and cherries should present no great difficulty, peaches present a more difficult problem, but with some study it may be done.

Bush fruit plants present the difficult

problem of where and how to attach the seal. Moreover the value of these is so low that the cost of certification would be relatively much larger. Some modification of the plan will be necessary for bush fruits.

As long as this scheme is confined to Massachusetts it will not amount to much. Probably less than 10,000 apple trees are grown each year in our state and most of the trees planted are purchased in small lots from Nurserymen in neighboring states, so that certification is impracticable. If it is to be extended to other states the question of supervision arises. Shall it be left to each state to handle the matter in its own way or is a regional or country-wide supervision more desirable. The facts that the Nursery business is largely an interstate affair and that some states would do it well and others poorly or not at all convinces me that there should be an interstate control. It should be voluntary on the part of the Nurserymen and fruit-growers and not imposed by state or federal laws. Thus it may stand or fall on its own merits and not because of legislative enactment. The supervising agency must be one that has the confidence of both Nurserymen and fruit-growers. The machinery should be as simple as possible and the cost kept as low as possible.

At the present time the Massachusetts Fruit Growers' Association stands ready to sponsor certification in other states as a temporary expedient pending such time as it may be taken over by a more appropriate organization. What organization this should be is a problem. There are several that may be mentioned which stand in more or less the same relation to the fruit interests of the country at large as the Massachusetts Fruit Growers' Association does to those of its state. The American Pomological Society, The Farm Bureau Federation, and this organization may be mentioned. The objection to this organization would, of course, be that it is composed of the men whose work is to be passed upon, possibly a fatal objection in the eyes of some people.

Whatever the supervising organization it would seem that the expert service would be rendered by men on the staffs of our agricultural colleges. The actual field work of certification must necessarily be done during July, August and September which coincides with the college vacation period. I do not know where trained men could be obtained at the present time to handle any large proportion of the Nursery fruit trees grown in the country, but they could be trained in a short time if the need should arise.

The foregoing discussion is based on the assumption that the Massachusetts plan of variety certification is worth while and will solve the problem of misnamed trees. So far as solving the problem is concerned I am convinced that it can be made effective. Perhaps mistakes would be made, but they would be few and far between. I believe that it is worth while and that the slight expense of two or three cents per tree would be more than offset by preventing the losses to Nurserymen and fruit grower due to selling and planting misnamed trees.

When writing to advertisers just mention American Nurseryman.

PRESIDENT LINDLEY'S REVIEW OF A BUSY YEAR

ASK a man from California to talk on any subject, and he will usually talk about the "livest" spot in America, his state. There is another live spot, Carolina, and I believe a little Dixie Data will be an eye opener to members, from the noisy North, wooly West, and effervescent East.

Greensboro, my home town is about half-way between Baltimore and Atlanta. In a fifty mile circle around Greensboro there is a population of 577,000 people, more people than in any other circle of same size, south of Washington, west to Memphis, and east of the Mississippi river. There is only one other circle in the entire south with more people, a circle around Dallas, Texas. In this circle you will find the:

Largest hosiery mill in the world.
Largest denim mill in the United States.
Largest aluminum plant in the world.
Largest underwear plant in America.
A city that manufactures more tobacco than any city in the world.

A city that has second place in the manufacture of furniture in the United States.
The home of Marshall Field's Chicago group of mills.

On the rim of this circle your Vice-President spent his childhood days. Though an adopted Yankee, he still shows the influence of the South.

In Carolina is also located the largest towel mill in the world, the largest pulp mill in the United States, the largest damask mill in the United States, the second largest hydro-electric power development in the world. One county, (Gaston) with over a hundred cotton mills; also more cotton mills than any other state in the Union.

Many of the larger mills employ landscape gardeners to look after their mill villages; also the progressive executive heads believe, "It's not a factory home until it's planted." In variety of soils and seasons, we stand alone; our plant life is in greater variety than is to be found on the entire continent of Europe. Carolina is both a winter and summer play ground. The sand hill section has planted in the past few years 40,000 acres in peaches, while our mountain apples a few years ago were awarded first prize at Spokane, Washington.

Think of it, with one-fifth the area of Texas and one-half her population, North Carolina is leading Texas, and all other Southern States in a program of progress. Think also, that North Carolina was ravaged and desolated, by the war of 1861-5, from shore to mountain, and suffered from the process of reconstruction to a far greater extent than Texas.

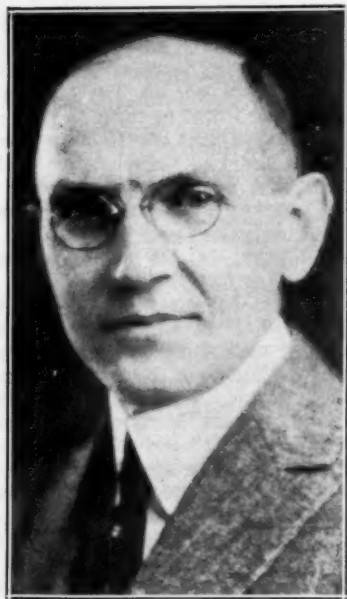
Our state and counties are spending \$120,000,000 for good roads on a two year building program, and \$42,000,000 in 1922, on public education.

The city of Greensboro with ninety-six trains per day gives the Southern Railway more revenue than any other town between Washington and Atlanta. Has voted bonds to the amount of \$1,300,000, and loaned the Southern Railway for the purpose of building a new passenger station. Leads in municipal improvement and led all southern cities, when population is considered, in building during the past year. Is the insurance center of the south with ten life and fire companies. Greensboro is the birthplace of O'Henry, the writer.

I suppose many in the audience are wondering why I am devoting a president's re-

port to a talk about my home town and Carolina. I believe you will agree with me that I had a reason other than a spirit of pride for our section, for not only our material resources but our men made our town. Backing up a strong Chamber of Commerce, our men combined with our material resources, lit the fire of friendliness and made a united power, capable of producing such results. If there is a moral to this story and the American Association of Nurserymen booster is not working, apply for ours.

As your president, it is my duty and my privilege to render you a report of the activities during the past year. It has been a great pleasure for me to have served you and to have added what little I could toward



PAUL C. LINDLEY, Pomona, N. C.

building an active Association. I will only try to touch some of the "high spots."

Your secretary and the splendid co-operation of the executive committee together with active committee chairmen have been a factor in making the year's work easy. The members have aided in every way possible, when called on and, I want to thank each and every one for their splendid support.

Before leaving Detroit, I was fortunate in securing the acceptance of chairmen of all important committees, and within thirty days all committee chairmen and committee men appointed; and accepted. There was no delay in beginning the year's work. Acting upon Ex-president Cashman's suggestion, each committee chairman had the election of those who were to work with him during the year. Thus, the machinery of the Association lay idle only during the session of the convention.

When the convention of last year had adjourned and members were returning home, the executive committee remained to devise means for the beginning of a new Association year.

Our next meeting was at Kansas City, Missouri, in January. It was thought wise to have at this meeting several of the committee chairmen, so that they could get your committees' point of view in handling our Association work. That we were being looked to to provide an active administration, a meeting was called for Chicago on Saturday preceding this convention for the

purpose of talking over our problems, especially along the line of organization. Mr. E. E. May, of Shenandoah, Iowa, will make a report to the convention concerning this conference. There was no need for additional meetings, many minor matters being handled by correspondence.

The correspondence of your president, being quite heavy, many letters requiring much time, thought and tact, and being located far away from the usual Nursery centers, I have had no one to discuss many problems, but attempted to handle correspondence promptly and I hope in a way that has met with approval. On assuming the duties of president, I realized fully the responsibility of being called to lead leaders, and in due time the different committee chairmen will tell of their activities.

Mr. Rockwell has been very active, publishing frequent Boosters, not only to Association members but mailing to all Nurserymen looking toward a larger membership. His slogans, "It's not a Home 'Till It's Planted," "It's not a Farm Home without Fruit," having a ready sale in booklet form, also used by members in their advertising stationery and catalogue covers. A booklet on small fruits would make a valuable addition, and then no phase of the trade would be ignored. Mr. Rockwell will give you a report in detail, not only the cost, but what has been accomplished during the year.

A recent publication by E. C. Hilborn, Valley City, North Dakota, should make a valuable addition to the future market development work. It is easy reading, and would like to see an Eastern also Southern edition. L. W. Ramsey's landscape letter sent out from Davenport, Iowa, along with the South Dakota booklet, and our friend W. T. Hood of Richmond, Virginia entering the landscape field, makes Rockwell's message more effective.

The backbone of Association work is an efficient Vigilance Committee. I was very fortunate in securing an able chairman in Mr. L. J. Tucker of Madison, Wisconsin. Effective vigilance is best handled quietly and many cases should have attention at the Association's expense before our annual meeting. A steamboat when making a landing uses both her whistle and propeller, her whistle makes a lot of noise, but the propeller is what pushes the boat along. Let's all get in the propeller class, handle our vigilance work quietly and promptly. Mr. Tucker will make the report for his committee, though my files contain much material of a minor nature.

Mr. J. Edward Moon, Chairman of your Legislative Committee has rendered conspicuous service with a skill we are all pleased to acknowledge. He has made frequent trips to Washington and other points for conference, not only concerning plant pests, but to keep a vigilant eye upon legislation, that would effect our people adversely. The past year's work has been more in the nature of watching, as no serious legislation has been enacted or introduced.

Transportation. Charles Sizemore's message to you will be one of good cheer, if active hustling can accomplish results, looking towards express and freight rate reductions. Sizemore is the "spark-plug" of the Association and I am sure all of us await his report on the progress of the Association in membership and all other activities with interest.

Standardization of Horticultural Trade

Practice. Well done thou good and faithful Kelsey; you and your committee deserve more than a vote of thanks from the Association for your labor and tireless efforts as shown by your report mailed to all members in advance of our Association. I hope that all members have studied this report and made suggestions or criticisms so that Chairman Kelsey can present to the Convention for adoption, a report covering not only the committee, but the entire Association's reaction on same. Looking back over the past year, one feels that he can safely say, without being called too optimistic, that the horticultural and related industries have just completed a year of progress and success.

I have not the time in this brief report to mention all features outstanding during the past year, yet a few stand forever so prominently that I desire to call to your attention again before commencing another year of progress.

First and foremost is J. A. Young's, "Plan to Plant Another Tree," which burst forth during the year as a star of the first magnitude, with many local "Plan to Plant Another Tree" clubs in all sections of the country, backed by a progressive group of the Illinois Association of Nurserymen, and the recently formed Tree Lovers Association of America, should mean thousands of dollars in sales to the Nurserymen. It should be our duty as a member, also as an Association to aid this great movement. W. T. Cowperthwaite of Holm & Olson, St. Paul, Minnesota, deserves a word for his attractive articles, backing up our publicity activities.

It is also interesting to note that during the past spring radio talks by two Quakers, Edward Moon and Robert Pyle, were broadcasted for the benefit of garden lovers and plant growers. Frequent talks during the growing season on after care would be service really worth while for the A. A. of N. to "tune in" with.

Three books have been published, which every Nurseryman should have on his desk. "Amateur Gardening," by E. C. Hilborn, Valley City, North Dakota; "How to Grow Roses," by Robert Pyle, West Grove, Pennsylvania; featuring the culture, and one J. Horace McFarland, Harrisburg, Pennsylvania, covering the rose in general, "The Rose in America."

On October 13th after a hearing with a committee appointed to confer with the Federal Horticultural Board, the board announced that the washing of roots of imported plants would not thereafter be demanded, provided such roots could in some other way be rendered entirely free from soil. On October 12th, there was originated at Washington, D. C. the American Horticultural Society, a non-commercial body that will no doubt help largely in our horticultural progress. On December 5th a Canadian National Nurserymen's Association was formed, which will do much toward strengthening the ties between the Dominion and the United States. We welcome these two new societies.

During the last year or two the Nursery trade has made progress along all lines ethical, and my report would not be complete without calling to your attention the election of Harlan P. Kelsey, as a member of the executive committee of the Commercial Standards Council, and the New England Association is going after the grafters. When this bill comes before your State Association, back it.

A paper by Professor S. W. Fletcher,

Pennsylvania State College, presented at recent meetings of the New Jersey and Indiana State Horticultural Societies, was interesting and inspiring. Representatives from all State Horticultural societies should be invited to our Association meetings.

This has been a year of slogans. Coue's battle was won before he sailed from France, "won by a word." His slogan, "Day by day in every way, I am getting better and better," was in a few weeks heard in every remote hamlet in America. Rhyme and rhythm had much to do with the popularity of Coue. I have read somewhere that "men shall not live by word alone, but mostly by catch-phrases," and recent history seems to indicate that man shall not get rich by industry alone, unless he can hook it up to a convenient slogan. Have also heard that the success of a publisher and the reputation of a novelist was made by a hired hand in the print shop, suggesting the title, "When Knighthood was in Flower" to an otherwise undistinguished book.

"The beer that made Milwaukee famous" did no such thing, but the phrase itself accomplished what the beer had failed to do. "The flavor lasts" may or may not be true as applied to the product, but the flavor of the phrase certainly sticks in men's memories.

What about a slogan for the Nurserymen? During the past year many have been suggested. At recent annual conventions bigger men than I am have told you what the paint, cement and many other manufacturing organizations have accomplished with a slogan and national advertising. A paint or cement factory can be defined in a few words, a manufacturing plant and capital. It takes money and factories making similar products to make national advertising pay.

Did you ever try to define a Nurseryman? The head waiter here in the Congress Hotel can walk into the office of any newspaper in Chicago, contract for pages of copy, and be a Nurseryman. A lock box in the post office, a vacant lot his office, and plant.

The above shows how easy it is to become a Nurseryman. Any farmer can start a Nursery; manufacturing plants and real estate concerns plant out a small acreage for the purpose of securing wholesale lists.

The United States is so large, our interests so varied, that I doubt the wisdom at this time of attempting to do national advertising, using a national slogan, but we can put the American Association of Nurserymen to the front. Let's stop and consider first, a field worker, an efficient man spending all his time before horticultural and Nursery organizations, explaining what A. A. of N. means, its aim and aspirations toward American horticulture. There is no better way to add new members and create renewed interest in our work and organization. The greatest of buildings arises one brick or beam at a time, and it might prove difficult to arrange for this as continual service, but this man could assist the president in publishing each month a "house organ," handle our vigilance work face to face with a Nurseryman at his office promptly and fearlessly.

A small insignia is what we need for a slogan, the three letters A. A. of N. printed on every piece of literature we send out, and on the reverse side of the millions of labels.

I am sure all broad-minded Nurserymen realize that something more is needed, that

we must be better organized and our name and Association put before the planting public, if we, the square deal fellows, are going to make progress and prosper.

In our relations to the planting public, there are many matters pending. There will arise problems from time to time that require prompt action. Effective service for prompt detail work cannot be had without the man on full time and full pay. We have the wealth, have we the willingness?

I hate to be a kicker,
I generally stand for peace,
But the wheel that does the squeaking,
Is the wheel that gets the grease.

One other matter, I would like to call your attention to, is that in 1925 we meet for our 50th annual convention. It is not too early to be thinking of what an occasion we can make of this meeting, and officers should be chosen who "have the time" to make this meeting a great occasion for American Association of Nurserymen publicity.

Four years ago, I came to Chicago an unknown Nurseryman, not even knowing personally the members of your executive committee or officers. I am not going to thank any one for my appointment as chairman of your vigilance committee for three years, but I do desire to express to the Association my sincere appreciation of the honor you conferred upon me in electing me president, a distinction, which you could have much conferred upon, and which could have been more ably borne by many others of your members—but none of them, I assure you could surpass me in saying I have enjoyed my four years work, and retire to join the ranks to do my bit as a member for an organization that can do much towards making America more fruitful and beautiful.

Mr. Perkins in Europe

George C. Perkins, president of Jackson & Perkins Company, Newark, N. Y., is taking a part business and part pleasure trip with his wife in Europe. He has been away since the middle of April and is not expected home until the middle of August. In one of his letters received June 18th from Lyon, France, he writes he has visited two Nurseries at Lyon, that of Pernet-Ducher and P. Guillot. Pernet-Ducher are the originators and introducers of many new roses now generally in commerce. In speaking of his visit, Mr. Perkins says that Mr. Pernet surely is a "top notcher" in hybridizing and has several beautiful new roses for introduction in the fall of 1925 and some for earlier introduction. While there Mr. Pernet handed Mr. Perkins an invitation from Mr. J. P. N. Forestier, the director of the Bagatelle Gardens in Paris, asking him to act as one of the judges at the exhibit of new roses which had been sent there for trial. At the Bagatelle Gardens in Paris new roses have been tested regularly for rosarians from all over Europe and from the United States. They even held their annual exhibitions there all through the war, and one of them was in progress when Paris was being bombarded by the "big Berthas."

This is quite a personal honor for Mr. Perkins and indirectly an acknowledgment of the reputation and standing of Jackson & Perkins Company.

Lively Trade in Vermont

Editor American Nurseryman:

Business has been too good this spring for the amount of labor available. Strongest demand is for shrubs and evergreens. Fruit trees sold well except for cherries and Wealthy apple. Plums sold to the last tree and many orders turned away. Berry plant trade normal, which means we sold all we had. Fall prospects better than usual.

GEO. W. AIKEN.

Putney, Vt.

Standardization of Horticultural Trade Practice

"Horticultural Standards" was prepared and sent out by the Committee April 15, 1923, in advance of the Annual Meeting so that members might have ample time to study it and offer constructive criticism; to the end that definite action might be taken at this meeting and important parts at least adopted.

Most members failed to respond at all, but a number of very helpful suggestions were received after an urgent follow-up letter had been sent out by the Chairman, but all too late to work them into Horticultural Standards for this convention.

Here are some sample suggestions and comments:

A. WILLIS & CO.: "Caliper on budded trees should be taken from the buds."

"Heights on fruit are in some cases a little too low, and some a little too high."

"If the Nursery products could be standardized in some way so in buying one would have an idea of what they would really get without having to make such long descriptions each time it would certainly be a great convenience."

THE STORRS & HARRISON CO.: "We do not see anything in the proposal that we seriously object to, except the letting down on the grade of fruit trees."

"These fruit tree grades can never be made exactly right for the whole U. S. anyhow. The Western folks have one grade practically altogether, and their grades will always be different and the Southern Nurserymen's grades will also be different from the Northern's Nurserymen grades. However, we cannot see why we should drop the grade on all medium and light fruit trees. It seems to us, with all the stir we are making about improving the Nursery business that if we are going to change the grades at all, it ought to be for the better. Nearly all contracts, and we have quite a number of them ourselves, on fruit trees, are based on the older grades, and we can see no reason, except probably it would put a little more money in the pockets of the wholesale fruit tree growers, for changing the medium and lighter grades of fruit trees, and giving customers a smaller grade than they have been accustomed to getting for years past."

"Telegraph Code—We do not care about this being pushed very much, in this day of cheap day and night letters, and a large percent of our telegrams are telephoned from the telegraph office. We found when we used the Nursery code, which we did a few years ago, that there were a great many, and some times very serious mistakes made in transmission of code words."

W. R. CASHMAN: "This is a very valuable book for reference."

T. B. BUNTING, PROFESSOR OF HORTICULTURE, MacDONALD COLLEGE, QUEBEC: "I find these very interesting and useful and have been able to obtain some suggestions in regard to our work on score cards and standards. When our report is

complete I shall be very glad to send you a copy of it."

J. H. HUMPHRIES, SECRETARY AND DORRA NURSERIES, INC.: First he gives some important suggestions for improving the Trade agreement with American Society of Landscape Architects.

Also under Rules for Grading he suggests:

"Under No. 3, Standard Rules, sub-heading Evergreen Trees, we feel that evergreen trees from 2 to 6 feet should be specified in 6" series and not in 1' series. Take such things as Taxus, sheared Retinosporas, Boxwood, the higher class and higher priced ornamentals, if a man orders them on a 4 to 5' basis, he may get them 4', or he may get them 4½' and he may get them 5' and if he wants them to match in height or spread for any particular purpose, this kind of a grading leads him all off. We have found it really desirable to specify all the better class of stock in 6" series altho a few of the more common things, such as Norway spruce and hemlock we often quote in the 1' series. I am not at all sure that the 6" series is not to be preferred even for this class of material."

THEO. J. SMITH OF W. & T. SMITH CO.: Objects to the Committee's handling of the Cold Storage Stock question.

"I also think that dwarf apples, dwarf pears and quinces should be graded 9-16—11-16 in., 7-16—9-16 in., and 5-16—7-16 in."

BRECK-ROBINSON NURSERY CO.: "After looking it through carefully, would say that we approve of all your rules with the exception of the one under the heading of "Rules and Definitions for Grading of Evergreen Trees." We would prefer to have the height stated in six inch series rather than one and two foot, as we think there is too much difference in the sizes."

GENESEE COUNTY NURSERIES, FLINT, MICH.: "We heartily approve of your report embodied in HORTICULTURAL STANDARDS, a copy of which you sent us recently."

The main suggestion which we wish to make is that a more clear cut definition of B & B should be made. This season, for example, we received from a rather well-known firm some evergreens dug in sandy ground, the soil being entirely loosened of course before we received them, called B&B. In reply to our letter about these trees, they suggested that we "put on a ball of clay"—an artificial ball. Now in either case i. e. whether sacked in the loose sand, or with the "made up" ball, could this stock be legitimately termed B&B? We think not, but very often receive these kind of balls—and from members of our Association.

Also we believe that there should be some limit as to the age of shrubs sent out as 3-4, or 4-5 ft. This season we received from a member some Phil. coronarius, 4-5 ft., so old and out of condition as to be practically valueless—full of dead twigs, and with little growth of last season in evidence. We scarcely know what to do in cases like these, there seems to be so loose a standard in these matters.

Assuring you that we appreciate the great amount of your valuable time which you

have given to this work, which is what we have badly needed in so many ways."

J. H. SKINNER & CO.: "O. K."

NAPERVILLE NURSERIES: "It would be well to state how many shrubs should go into a bundle."

"When it comes to Lining Out Stock just make it a flat basis of 50 to a bundle. There is a lot of stock packed in irregular sizes, and this causes a lot of untangling and tying for purposes of counting. If the bundles are uniform, there will be no waste of time in this regard."

And many other good suggestions.

WM. PITKIN, THE CHASE BROTHERS COMPANY: "Page 4, Item 7. Why would it not be better to turn this around and designate freshly dug stock? Perhaps this does not apply in your line but is it not a fact that the main part of the volume of spring business is done with storage stock."

Page 7. Peach height. In this country peach 9 to 11-16 usually graded 4' and up.

WASHINGTON NURSERY CO.: Valuable suggestions as to clear terms of understanding between seller and buyer.

EDWARD TEAS: "There should be some consideration given to the ruling "Dormant" and "non-Dormant" stock. There does not seem to be any well defined information on this subject and we are continually at the caprice of the erring judgment of the uninformed rate-clerk who has often ruled against us that an evergreen tree was "not dormant" regardless of time of year and c. l. shipments containing Magnolia grandiflora, Arbutus, etc., have been classed non-dormant and we have been forced to pay the higher rates even in mid-winter. We have searched the archives and asked Mr. Sizemore without relief. Non-dormant should include florists stock in bloom, like Easter lilies, azaleas, greenhouse plants of perishable nature, but not Nursery stock in the usual channels of trade."

W. ROLKER, AUGUST ROLKER & SONS: Submits many valuable changes and improvements in abbreviations and definitions.

The following all discuss fruit grading and suggest a variety of changes, well worth considering:

George F. Verhalen, of Verhalen Nursery Co.

Texas Nursery Co.
Parker Bros. Nursery Co.
Princeton Nursery, Princeton, Ind.
E. P. Bernardin.
H. B. Chase, Chase Nursery Co.
E. W. Sherman, The Sherman Nursery Co.

The F. H. Stannard Nursery Co.
Several including E. P. Bernardin ask "Why not add a set of Business Ethics?" Fine, but not until the Committee is authorized to prepare a real Code of Ethics with teeth in it, and not simply a collection of inane platitudes. At least that is the Chairman's feeling in the matter. Until such authorization the Bible will do quite nicely.

John Watson, our esteemed ex-President, comes along with fine detailed specifications on Business Terms of Sale and Purchase

CHERRY TREES

Sweets on both mazzard and mahaleb stocks, one and two year.

Sours on mahaleb stocks one and two year.

Trees grown in a "cherry country" where both sours and sweets flourish.

WRITE FOR PRICES

J. F. JONES, Lancaster, Pa.

ROSES ROSES ROSES

For Fall 1923 and Spring 1924

We offer one of the Largest and Best Assortments of Field Grown Roses ever grown in Texas. We have an exceptionally large bunch of the following kinds:

Paul Neyron, Frau Karl Druschky, Gen. Jacks, Gruss Ann Teplitz, Ulrich Brunner, Radiance, Red Radiance, American Beauty, Climbing American Beauty, K. A. Victoria, Capt. Christy. Also a general list of other varieties.

Can supply several car loads of Heavy Two Year California Privet.

Write for complete list and prices.

YOUR SATISFACTION IS OUR SUCCESS

Rosemont Nursery Co., Tyler, Texas

between Nurserymen—perhaps the most important omission in Horticultural Standards and which must be rectified. This subject has been considered by the Committee but it will take hard work and more time to do it well.

E. P. Welch, Mt. Arbor Nurseries, also wants the "Cold Storage" matter changed, agreeing with Mr. Pitkin.

President Lindley is easily satisfied for he says "There are no changes needed that we see." His near neighbor, O. J. Howard, wants closer grading in evergreens.

W. E. CAMPBELL, THE ELM CITY NURSERY: Discusses changes in grading herbaceous plants and adds "Where age is used to determine size it works out very nicely in such things as peonies and irises which are started from a divided eye but with other plants like phlox, seedum, veronica, etc., age would depend on the size of the material with which one started his propagation. This shows that your committee has done a mighty fine piece of work."

FRED D. OSMAN, THE NEW BRUNSWICK NURSERIES: Offers suggestions in grading evergreens.

EX-PRESIDENT J. EDWARD MOON, Chairman of Legislative and Tariff Committees: "I think you have undertaken too much," and no doubt he is right. Yet the work of all the Committees of the Association must necessarily pass under review of the Committee on Standardization and it should be their duty to collate the conclusions of all the Committees in a single volume.

Much of the work of the Committee of this Association in the past has been of little use for it has not been put in easily available form. HORTICULTURAL STANDARDS should be a well indexed handbook covering all trade practice as approved or adopted by the Association. This Committee will never willingly undertake the duties of other Committees. Mr. Moon's suggestions are worthy of careful consideration.

The Committee has had many kind words of praise for its work which we cherish but do not make public at this time.

This report would be too long if we discussed the many suggestions received and it is much better to let the members discuss these matters in open meeting and it is hoped that this will be done and the next year's Committee be given definite instructions. Committee work tends to drag out indefinitely when sharp concentration and definite action by members might get quick results of great value to the Association leaving the coast clear for other needed activities.

Yet a few comments seem desirable.

A most important question is that of Cold Storage. The extremely short and busy season this year shows forcibly the need for Nurserymen to extend the shipping and planting period, which means increase

rather than less Cold Storage practice. It is safe to say, however, that American Nurserymen as a rule must mend their ways regarding Cold Storage methods, for it is true that freshly dug stock as a rule is superior to stock shipped from Cold Storage. Much Nursery stock, particularly fruit and many deciduous shrubs and trees, must be dug in the fall and stored in some manner, making early shipments possible and holding back stock so that late planting as well as shipping may be successfully done. A seasonal business is a particularly hazardous business and not only must we extend the spring business over a much longer period but we must make August planting of evergreens a universal practice and if possible diversify our business so that we can hold together a larger and more effective organization the year round. We suggest a hand-picked Committee to go into the Cold Storage subject with the greatest care and thoroughness and bring in a definite report at the next Annual Convention. The question of holding back stock by Doctor Coville's warm storage method should not be overlooked.

The great interest in HORTICULTURAL STANDARDS and the large number of varied recommendations received show the vital need for this Association to devote (Continued on page 26)

ROSES

BUDED and OWN ROOTS

I am offering for fall delivery the most complete assortment in America both of staple varieties and latest European and American novelties.

If you use Rose Bushes you simply cannot afford to be without my trade list.

Write for copy or see my six page "ad" in Florists' Review for June 14th.

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FERNDALE NURSERY, Ludvig Mosbaek, Prop., Askov, Minnesota



FOUNDATION PLANTING OF HARDY FERNS

CORTLAND APPLE BUDS FOR SALE

100,000 from bearing trees. Every tree now carrying a good load of fruit, and in perfect health. All stock came from Geneva Experiment Station and is fully guaranteed. Inspection invited. References, Geneva Experiment Station and National Union Bank of Kinderhook.

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KINDERHOOK, N. Y.

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Officinalis Rubra
HENRY FIELD SEED COMPANY
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FOR SALE—Complete Printing outfit. Prints anything from a label to circular or price list 8 1/2 by 13 in.; also envelopes, letterheads, billheads, postcards, etc. As good as new. Cost \$400; will sell for \$100. Suitable for job printing.
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It tells Where, When and How to Plant
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together with a most valuable
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2-3 feet. Raspberries and Orchard Scions

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Report on Nursery Laws and Quarantines

For the purpose of effecting better observance of plant laws and quarantines, a digest of the various State and Federal regulations governing interstate Nursery trade has been prepared by the Committee during the past eighteen months. Mr. S. B. Detwiler, of the Office of Blister Rust Control, U. S. Department of Agriculture, Washington, D. C., was present at the 1922 convention and declared that a large per cent of

shipping stock to each state, classified under the general headings, (1) Action to be taken before doing business; such as obtaining license, filing bond, etc.; (2) Action to be taken when shipping orders are received, such as tags required, invoices, fumigation, etc.; and (3) Treatment of stock on arrival at destination—How uncertified or unpermitted stock is disposed of, regulations affecting foreign stock, etc.

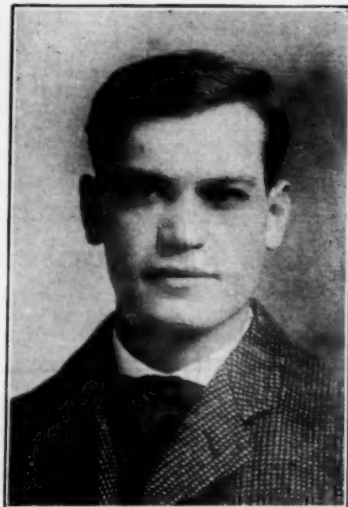
In addition to Table 1, a quarantine chart (Table 2) has been compiled for each state, listing the Nursery stock and packing materials which are prohibited against shipment into other states or whose interstate shipment is conditioned on a special certificate of permit or other restriction. This table is a digest of both Federal and State quarantines and a separate chart is provided for each state. While the tables for the Middle Western states are comparatively simple, containing as few as ten plants, tables for New England and other Eastern states show considerable complexity in the various plant quarantines.

State officials have rendered excellent cooperation and have given the work wholehearted support. Manuscripts dealing with state laws have been submitted to the state officials for approval, and the signature of the proper official of every state has been obtained. No table is issued without the approval of the proper official.

Table 1 and 2 may be obtained through your State Nursery Inspector and the circular will be available from the U. S. Department of Agriculture by September 1. Your criticisms on the digests will be most welcome. It is realized that there is much room for improvement and those who use the publications in daily work are best qualified to offer advice and suggestions for increasing their value.

An examination of the tabular summaries illustrates the wide variance in the present state requirements and emphasizes the need of early action for promoting standardization of legal restrictions concerning the Nursery trade.

In presenting this report it is the earnest desire of the Committee, first, that State Inspection Officers and Plant Quarantine Officials should study these charts and see how much more simple, plain and practical they can make their rules and regulations. This will enable the Nurserymen to cooperate intelligently and effectively in these measures which, after all, are of greater potential benefit to the Nursery industry than any other single class. It is obvious that pest control becomes more and more important as population increases and as transportation of plants increases in volume, distance and rapidity of movement. Prosperity of the Nurserymen depends on prosperity of agricultural, horticultural, and forestry industries. Second, the Nurserymen should take an active part in helping to formulate and carry out plant quarantine laws and regulations. This requires thought, effort, and sympathetic cooperation with the authorities.



A. H. HILL, Dundee, Ill.

Chairman Committee on Summary of Nursery Laws

the violations of the Federal blister rust quarantines are found to be due to oversight or carelessness on the part of Nursery employees. He also pointed out the lack of uniformity in the existing plant laws of the various states. A circular has been written by members of the U. S. Bureau of Plant Industry, giving abstracts of the Federal and State laws and quarantines pertaining to interstate shipments and also to importations from foreign countries. Postal regulations concerning terminal inspection and the proper marking of packages of plants by mail, are included. Also the plant regulations of Hawaii and Porto Rico, as well as Canada.

Supplemental to the circular, wall charts have been devised, giving a tabular summary of the essential requirements. Table No. 1 contains the general requirements for

The Whole Subject of Nursery Trade Publicity

By a system exclusively its own, this publishing company covers the American Nursery Trade thoroughly. Advertisements entrusted to its care are published first in the "American Nurseryman," through which they reach subscribers, and then are published in the "American Nursery Trade Bulletin" through which they reach the remainder of the trade. The rate for advertisements covers the double service, on the 1st and 15th each month. Forms close on the 25th.

BETTER THAN ANY TRADE DIRECTORY—Mailing Lists changed daily.

American Nurseryman and American Nursery Trade Bulletin

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BUSINESS Announcements in this Chief Exponent of the Trade reach the Nurserymen of every State in the Union. An absolutely independent publication. Edited by the Founder and Dean of Nursery Trade Journalism in America, it continues its pronounced lead in movements which have characterized trade progress for a quarter of a century. Practically every important action on the part of Nursery organizations of the country, national, district and state, has been urged and foreshadowed in the columns of the "American Nurseryman" for months or years beforehand.

That is an unparalleled record. The proof is in print in the files of this journal, open to all.

THE AMERICAN NURSERYMAN, 39 State Street, ROCHESTER, N. Y.

Advt. \$2.50 Inch CHIEF EXPONENT OF THE NURSERY TRADE Subn. \$2.00 Year
American Nurseryman Advt. are included in American Nursery Trade Bulletin Monthly

TRADE SENTIMENT

A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurserymen and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the industry generally."

The D. Hill Nursery Company in a recent letter said: "I am more than ever convinced that the "American Nurseryman," being an independent Trade Journal, is a logical medium which should be dominant in the Nursery Field."

"Your publication is doing a great work. We are all with you."—John A. Young, President, Aurora (Illinois) Nurseries.

Subscription: \$2.00 per year, Three Years, \$5.00

AMERICAN FRUITS PUBLISHING CO.,
39 State St., ROCHESTER, N. Y.

Report of Committee on Nomenclature

We are glad to state that STANDARDIZED PLANT NAMES is all in type and preliminary "dummies" are submitted with this report. The first forms are being run off by the printer and while we deplore the unavoidable delays in preparing this difficult publication you may now confidently hope to receive your copies some time in July.

It would serve no good purpose to enumerate here the trying and at times almost hopeless complications which have arisen, yet it must be remembered that STANDARDIZED PLANT NAMES is the first publication of its kind ever attempted and that any reasonable delay that would enable us to produce a work that will be a lasting basis on which to build in the future is justified.

Perhaps only the Sub-Committee which actually prepared this work will ever fully realize the frightful chaos in plant names existing in America today and the peculiar difficulties involved in standardizing existing common plant names particularly of horticultural varieties.

Some 1100 copies of STANDARDIZED PLANT NAMES have already been subscribed for and with its actual publication, we do not doubt that the necessary 2000 more copies will be sold that will clear all expenses and leave a working balance. The "dummies" presented with this report show accurately what you may expect and it is hoped that many more copies will be subscribed for at this convention.

There is a balance of \$500 still due this Association from the American Joint Committee on Loan Account; with the completion of this work we recommend that this amount be abated as the American Association of Nurserymen's contribution for this year. This Association has taken a leading part in forwarding this project and we hope will back up the American Joint Committee's work just as heartily in the future. Now that the principal work is done, it remains for the American Joint Committee to continue as an organization keeping a full record of plant name changes and new names so that after five or ten years a new edition may be published based on the experience of American Horticulture in actually using STANDARDIZED PLANT NAMES over a period of years.

Harlan P. Kelsey, Chairman,
J. Horace McFarland,
Frederick V. Coville.

There are many cheering features at A. N. conventions these years. In 1922 A. M. Augustine had some which he boldly displayed among the exhibits. He labeled the bottle Giant Concord. Other fruit of the vine was not so prominently displayed, but it proved so popular that all charges for return carriage after the meeting were eliminated. This year Jim Parker had some in his hotel room. He called it Thornless Dewberry and he even went so far as to display branches of the vine which produced it! He says it has been tested over a wide territory and has been pronounced equal in flavor to any. It is good, especially on a hot day.

SEE YOU NOW IT IN AMERICAN NURSERYMAN.

Rain When You Want It

The Right Kind of Irrigation

There must be a reason why men like Hill, Ferris, Boyd, Dreer, and many others use the Skinner System of Irrigation instead of some other.

One reason is that the name, Skinner System of Irrigation, stands for something definite.

It stands for:

Long experience
Efficiency
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Years of hard work have developed the most effective designs, worked out in the right kind of materials, by trained craftsmen, to give you a system that will irrigate scientifically at a minimum cost of operation.

The name "Skinner System of Irrigation" is a guarantee of satisfactory accomplishment.

All of which we shall be glad to prove to you by the experience of men famous in your profession.

Write us for any information you desire.
We shall be glad to give you facts and figures.

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**SKINNER
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CAR LOT SHIPMENT

For assorted car, write for prices
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**SEVERAL MILLION
LINING OUT STOCK**

Onarga Nursery Company
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**A General Surplus on
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A FEW REAL LEADERS

Of special interest. If our catalog is not in your hands, a copy will be mailed on request.

Amgdalus Davidiana (for peach stock)
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Our service to the trade is very satisfactory.

Your early order will be appreciated.

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Home office: SAKAI-CHO, Opposite Park, YOKOHAMA, JAPAN

Mount Arbor Nurseries

E. S. Welch, President

SHENANDOAH, IOWA

A complete line of general nursery stock for the wholesale trade.

FRUIT TREE STOCKS

FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2 1/2 to 4 inches.
 Nice block of transplanted American Elm 1 1/2 to 3 inches.

Shrubs and Perennial Plants

General Assortment.

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CONTRACT NOW

For next season's Everbearing Strawberry Plants. None better at any price, none so good at my contract price. Our stock is true to name, unmixed, healthy and bred for vigor and productiveness.

Entirely sold out on plants for present delivery.
 CURTIS E. BOWMAN, Greenwood, Del.

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California Nurserymen in Annual Session

THE thirteenth annual convention of the California Assn. of Nurserymen was held at Hotel Casa Del Rey, June 7 to 9. Among the important business transactions were the adoption of a credit code, providing for maximum terms of sixty days as between Nurserymen, and the adoption of a new constitution, increasing dues to \$10, providing for a graduated sustaining fund, establishing disciplinary powers in the association and authorizing studies of marketing and producing problems with regard to the items grown by members.

In his address President Donald McLaren said: "A few months prior to our last convention, in June, 1922, the then executive committee, of which I had the honor to be a member, determined to depart from previous custom and appoint a secretary who

would mean a complete reversal of previous practice in this state, and which failed to materialize because the opposition was too great to be overcome in so short a time. Our proposals for lien laws to protect Nurserymen also met with defeat, because of the opposition of the farm interests, which vigorously opposed any further legislation in this direction.

"We were successful in the other half of our program, and hereafter inspectors must pass fitness examinations before being vested with the power to pass on shipments into their districts, a step in the right direction and one which will reduce the number of wrongful rejections. The director of agriculture now has supreme control over Nursery inspection, and we have a court of appeal in disputed cases which should result in fairer policies on the part of our officials.

"In the meantime, a much better spirit has shown itself in our relations with the horticultural commissioners. A decided tendency towards co-operation has been manifest during the past season, which is largely due to the work of the association in co-operation with the state Nursery service bureau.

"My predecessor last year urged the creation of a budget of at least \$5,000 a year to maintain the work of the association. I have come to the conclusion that this sum is too low and that we ought to provide a minimum of \$6,000.

"Seventy-five members have been added during the year."

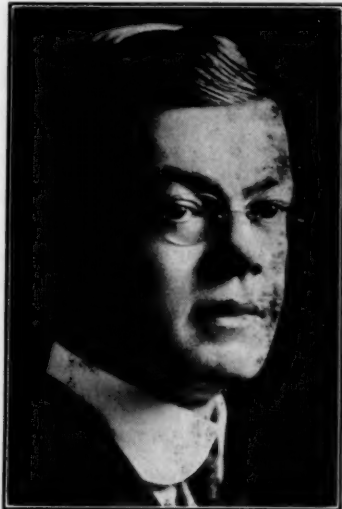
In his report Secretary C. K. Grady said:

"During the year the secretary made a total of twenty-one trips about the state for membership work, and also made eighteen additional trips in connection with other phases of our work, most of these being to Sacramento in promoting our legislative program.

"There were fifty-one subscribers to the sustaining fund June 1, 1922, and by the end of the period covered by this report the number had been increased to seventy-seven, an increase of twenty-six. We are still far short of the amount necessary from this source, as the financial statement will make evident.

"The report of the committee on transportation will show the results achieved during the past year in the matter of securing lower freight classifications for Nursery stock. This work was done in conjunction with the American Association of Nurserymen, and in many respects has improved the shipping conditions under which we must work. Our Nurserymen respond nobly to the requests for information in connection with the attempt now being made to restore the second-class rating for express shipments, in which Charles Sizemore, traffic manager of the American Association, is taking the lead. Latest advices indicate that it is only a matter of a short time before arrangements will be made for a hearing on this matter before the interstate commerce commission. Studies are now being carried on with a view to securing a still further lowering of the carload freight rate. We believe that the growth of the industry in California can be aided materially by a restoration of the pre-war rate of \$1.55, and we shall do everything possible to bring about this result.

"The western plant quarantine board held its annual meeting at Phoenix, Ariz., May 21 to 23, 1923, and J. D. Meriwether, of the Armstrong Nurseries, attended as the representative of the Nurserymen. His report



CHANCELLOR K. GRADY, San Francisco, Secretary California Assn. of Nurserymen

was to devote his full time to the work of the association. When we met at Sacramento last year, the new policy had not been in force long enough to prove the wisdom of this step, although encouraging progress had resulted. Our choice for this position, Chancellor K. Grady, had only had four months in which to secure a grasp of our problems, and most of our members had not yet made his acquaintance. But there has been a marked change during the past year. The happy circumstance that allowed us not only to be in the same city, but in the same building, has thrown me in frequent contact with our secretary, and I have therefore been able to observe closely the work he has been doing. My observation has convinced me that we are beyond question on the right track in maintaining a permanent, full-time secretary on the job, and his report to this convention will give you the reasons for this belief.

"I have been gravely concerned with the plans for the fall flower show in San Francisco, October 23 to 28, 1923, and it is a matter which appeals to me as being of vital importance to the future of this association.

"As you know, our legislative program was an ambitious one; we undertook to cure in one year evils that have been developing for many seasons. We tried to secure inspection at point of origin, which

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American Fruits Pub'g. Co., P. O. Box 124, Rochester, N. Y.

Sanguine As To Nursery Bud Selection

Former President William T. Kirkman Believes It Will Revolutionize the Nursery Industry

William T. Kirkman, Jr., formerly president of the Nurserymen's Bud Selection Association of California, Fresno and San Francisco, says:

"There is not the slightest doubt in my mind that as the years go on this movement will beyond any question revolutionize the Nursery industry; commencing, of course, on the Pacific Coast and working across the country in important orchard communities.

"The Nurserymen's Bud Selection Association now owns a tract of land in Contra Costa County adjoining the little town of Brentwood, in which there are 450,000 seedling trees ready for top-working to especially good strains that have been under investigation for the past three years. With

will be read later. I sent a paper to that meeting which stressed the fact that we are strong supporters of the policies of the Federal Horticultural Board, and that we ask that all quarantines be enforced with an eye to their reasonableness and practicability. We do not believe in quarantines of a retaliatory or merely theoretical nature, and are glad to co-operate with our officials in any practical procedure.

"Last winter an attempt was made to have it appear that the California Association of Nurserymen was opposed to federal plant quarantine 37, and we took prompt steps to confound our traducers. We are too sensible of the effects of this quarantine in encouraging American horticulture and keeping out pests of foreign countries to compromise on the issue although there may be some questions of procedure in the administration of this and similar quarantines upon which we may not be in accord with the enforcing power. Differences of opinion may arise with regard to detail, while we are a unit on the principle involved.

The following officers were elected: President, M. R. Jackson, Fresno; first vice-president, E. H. Rust, South Pasadena; vice-presidents, Robert O. Lincoln, Santa Cruz; J. A. Axell, San Francisco; John C. Bodger, Los Angeles; James O. Brown, Capitola; secretary-treasurer, Chancellor K. Grady, San Francisco; executive committee, Fred H. Howard, Los Angeles, chairman; Donald McLaren, San Francisco; T. A. Sand, Niles; J. W. Barnicott, Newcastle; H. Plath, San Francisco.

In the absence of President McLaren, due to the death of Daniel MacRor, his business associate, First Vice-President Edward H. Rust, of South Pasadena, presided. Secretary Grady recommended establishment of a system for collecting the bills of members at a fixed rate for compensation; also that surplus stock be reported to the Secretary's office and an effort be made to market it.

the care that is being used by President F. W. Anderson and his associates there will be practically no possibility of an error in this work. For the first time in the history of the Nursery industry, the public can be assured that it is able to purchase exactly what it wants and with the further assurance that each variety has been subjected



WILLIAM T. KIRKMAN, JR.
San Francisco, Cal

to the closest investigation and that the Nursery stock offered by all members of the Nurserymen's Bud Selection Association has, therefore, the advantage of this expert pomological work in elimination and selection.

"The rapidity with which budwood may be multiplied from a single parent tree, which has been selected as being superior, is amply demonstrated in a 'Mother Nursery' which was top-worked last summer. From single parent trees selected as the best individuals available, there is in some instances enough budwood available to bud a half million seedlings, this present summer. This is one gratifying phase of the situation and we have many valuable varieties in this Nursery.

Needless to say I am most sanguine in my expectations of the outcome of this work and most keenly delighted that the most adverse things we have had to contend with have not permanently injured the progress of it."

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

PRICES IN ADVERTISEMENTS

The AMERICAN NURSERYMAN and the AMERICAN NURSERY TRADE BULLETIN are Nursery Trade Journals—nothing else. Therefore, prices may be used freely in advertisements in these journals, of course.

This announcement is made again, for the benefit of those who may have confused our policy with that of some other publication.

The publishers of these journals do not announce that prices in advertisements therein are "for the trade only" and then send the journals to gardeners, and amateurs generally!

Harlan P. Kelsey

(Continued from page 9)

Mattamuskeet Lake Development, New Holland, North Carolina and many cemeteries, parks and other municipal improvements.

During the war he had full charge of the planning of Camp Zachary Taylor at Louisville and served in advisory capacity on construction at Camps Sherman, Jackson, Green, Gordon and Lee. Later with the U. S. Housing Corporation he was in charge of town planning for Hampton Roads District. This included the planning of a number of industrial towns for the Army, Navy and ship building communities surrounding Hampton Roads.

Mr. Kelsey introduced the Galax leaf to the trade, one of the most important of horticultural introductions. Also he introduced to American Horticulture many of the best of our American plants including Azalea vaseyi, Carolina Hemlock, Shortia galacifolia and a lot of the other specialties which are noted in his catalogue.

No member of the American Association of Nurserymen has been more active in advancing the interests of that organization on sound lines. Time and again he has taken a firm position for trade interests as against political expediency. He is fearless, energetic, resourceful and consequently signally successful and highly respected.

THE F. E. SCHIFFERLI NURSERIES

Established 1890

Fredonia, N. Y.

We offer Grape Vines, Currants, and Gooseberries in all varieties and grades for late fall and early spring shipment. Grown by SCHIFFERLI in "The Famous Chautauque County Grape Belt."

Enough Said
Write For Prices

CELERY PLANTS

Varieties: Golden Self Blanching, Easy Blanching, Giant Pascal, White Plume, Winter Queen, Golden Heart. Ready now. \$2.00 per 1000, 75c per 100. From the Heart of the Vegetable Belt. Late Cabbage, Tomato, Celery, Beet, Lettuce, Onion plants, \$2.00 per 1000, 75c per 100. Cauliflower, \$4.00 per 1000, 90c per 100. All other vegetable plants, 100 lots postpaid. List mailed.

WARREN SHINN, Woodbury, N. J.

ORDER NOW FOR Cherry and Pear

SEED APPLE, CHERRY, PEAR, (French, Chinese)

GET THE BEST FROM

THE NEWCASTLE NURSERY,
A. LaForge, Prop., NEWCASTLE, CALIF.

PEACH SEED

400 bushels from crop 1922. Better place your order early, the present peach crop being all killed.

VALDESIAN NURSERIES
Bostic, N. C.

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NURSERY TRADE BULLETIN

Who Wants
In New York and
Vicinity a
NURSERY
REPRESENTATIVE

With a business now established

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70 E. 45th STREET, NEW YORK

Strawberries

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How Spring Weather Affects Fruit Wind, Rain, and Cold May Interfere with Proper Pollination

This is the season of the year to speculate on the coming fruit crop. Many growers know to their sorrow that a heavy bloom does not necessarily mean a full crop of fruit. Some of the reasons why blossoms fail to set fruit are given in a recent statement by the horticulturist of the New York Agricultural Experiment Station at Geneva. The chief cause of the failure, according to this authority, is unfavorable weather conditions during blooming time, and of these rains accompanied with a cold wind causes the loss of more fruit than any other adverse condition. Warm, sunny days followed by still, clear, cold nights are also dangerous to the fruit crop because the blossoms are forced prematurely during the day only to be injured by the low temperatures at night.

HOW DAMAGE IS DONE

Several things may happen to interfere with the proper setting of the fruit due to adverse weather conditions, says the Station fruit specialist, the most obvious being the washing of the pollen from the anthers, injury of the pollen grains by chilling and by excess moisture, prevention of bees and other insects from working in the blossoms, whipping the blossoms from the trees by strong winds, and many other harmful effects.

"There is nothing that can be done to control these weather conditions," says the Station horticulturist. "Something can be accomplished, however, by selecting fruit varieties with regard to their ability to withstand adverse weather conditions, by resorting to suitable cultural practices to stimulate resistance to cold, and by exercising care in the choice of the orchard site."

Urging Apple Culture in Iowa

Horticulture experts of Iowa are making strong plea for the wider planting of home orchards in their state in accordance with one of the chief items of the "Plan to Plant Another Tree" program.

Last year, it is reported, 2,000 cars of apples were shipped into Iowa. The business was lost to the state and better flavored apples lost to consumers.

One farmer of Jackson township is responsible for the assertion that the ten-acre apple orchard on his 240 acre farm had paid him better than any branch of his business on his big farm; he sells every bushel of his apples locally.

Southern Iowa, authorities say, is especially adapted to fruit growing. Burlington is called the Orchard City because Iowa apples shown there at one time in a national show, were the prize exhibits.

One county agent in southern Iowa about three years ago purchased a 65 acre apple orchard, putting it into bearing condition and last year sold enough apples to pay for the whole thing.

Fertilizing the Orchard—If the soil is deficient in phosphoric acid, nitrogen, and potash, then all these are needed for both sturdy growth of tree and full development of fruit. A good orchard fertilizer is made by mixing 900 pounds of 16 per cent acid phosphate 900 pounds of nitrate of soda, and 200 pounds of muriate potash. If enough potash is present in the soil, the muriate may be left out. Apply a pound of this to each tree for each year it has been planted up to ten pounds. If kainit is used in the place of muriate, then mix 400 pounds each of acid, nitrate and kainit, and apply two pounds per tree for each year of its age. All the above holds for the vineyard also. The sooner an application is made, the greater the benefits from it.—The Progressive Farmer.

The folly of neglecting to inspect apiaries all over Illinois becomes more apparent when farmers and orchardists add their total loss, charged indirectly against foul brood, that destroys the bees and prevents them from carrying pollen to fertilize plants and fruit tree blossoms.

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American Nurseryman
American Nursery Trade Bulletin

Commercial Orcharding

Spray Rings Improve Farm Orchard Production

THE co-operative spray ring, developed in connection with demonstrations in orchard spraying, is solving the problem of spraying the small home orchard, for an increasing number of farmers, according to reports to the United States Department of Agriculture. While the plan has been used most extensively in Iowa, farmers in Minnesota, Missouri, Wisconsin, Illinois, and Ohio find it a good method, and on the Atlantic Coast several counties in Connecticut and New Jersey organized rings in 1921. In Iowa, the number of counties reporting the organization of spray rings increased from 16 in 1921 to 31 in 1922. Seven counties in Illinois report new spray rings in 1922. Stark County, Illinois, which organized two spray rings in 1921, has become so interested in the care of the farm orchard that six power-machine rings and five hand-machine rings were organized in the summer of 1922, serving more than 100 home orchards.

The plan of organization of these rings is kept as simple as possible. The men interested in spraying get together at one of the extension meetings and decide to try cooperative spraying. Usually a written agreement covering the method of managing business matters and the ownership of equipment of the ring is prepared and signed. The kind of equipment, hand or power, is selected and the cost apportioned, a schedule is made out, and the members decide whether each man will do his own spraying with the cooperative equipment, whether some one member will spray all the orchards for an agreed labor price, or whether an outside person will be hired to do the work. Each of the three plans has proved satisfactory. In Poweshiek County, Iowa, they have found it most convenient to do the work individually; in Stark County, Illinois, the same plan is followed. In Union County, Iowa, the sons of two farmers operated the power machine last season, one furnishing a team and the other a gasoline engine. They sprayed 14 orchards some 1,500 trees, completing each spray in two days, the members giving little or no attention to the work. Students of Runnells Consolidated School in Polk County, Iowa, sprayed practically all the orchards in their community. Advice as to spray and time of applying is usually obtained from the county agent.

The size of the ring varies, averaging

from 3 or 4 members in the smallest ones to 20 or more in the larger. The cost of operation depends, of course on several factors, the type of equipment, whether labor is employed or the work done by members for themselves, the distance between orchards, the number of sprays put on, and similar items. For one orchard in Webster County, Iowa, where 4 sprays were applied, the average cost of material per tree was 37c, labor 33c, depreciation on the machinery 5c, making a total cost of 75c per tree for the four sprays. A Union County, Iowa, ring spent \$210 for equipment, material, and the labor of two men and teams, and sprayed 1,500 trees four times. A twelve-orchard ring organized in Johnson County, Iowa, several years ago, spends about 15c per tree per spray. The results, according to the owners, more than justify the small expenditure. In every case where the spraying was done as advised last season the work accomplished its object and the members had plenty of clean, sound homegrown apples to store for winter use. The Webster County orchard produced 99 per cent clean fruit. Fayette County, Iowa, reports in the sprayed orchards 75 per cent of the fruit as clean and sound, and 25 per cent scabby and wormy; the unsprayed orchard showed 15 per cent sound, clean fruit and 85 per cent scabby and wormy. Walworth County, Wisconsin, spray ring members figured in 1922 a return of \$8.52 each dollar spent in spraying. The bearing trees were sprayed three times.

Results of spray ring work in Hardin County, Iowa, in fact, were so good in 1922 that the disposal of the surplus fruit was a problem, as none of the members had any experience in picking, packing, or grading apples. Twenty-five men were shown by extension workers how to pick and pack their apples, using homemade equipment, and the surplus apples were put on the market in baskets and boxes packed according to market grades.

Blueberry Commercially—After experiments extending over 16 years, the United States Department of Agriculture has established the culture of the blueberry as a commercial industry and has bred varieties with berries more than three-fourths of an inch in diameter. The most outstanding cultural characteristic of the blueberry is its requirement of an acid soil. It does not thrive in ordinary rich garden soil that has a neutral alkaline reaction.

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REPORT OF COMMITTEE ON DISTRIBUTION FOR AMERICAN ASSOCIATION OF NURSERYMEN

On March 30th the following letter was sent to the members of the American Association of Nurserymen:

What will we do with our surplus stock? Sell it out to unscrupulous jobbers or dealers who will buy Ben Davis, Gano, or any variety in surplus offered at a low price and use the same in filling planters' orders for McIntosh, Wealthy, etc. If the American Association of Nurserymen ever expect to eliminate the Nursery shark, members must discontinue selling this class of so-called Nurserymen.

Nursery stock of its nature is a very delicate commodity and should be handled only by experienced Nurserymen. Therefore, the selling of stock to parties who are not trained in the handling and delivery of Nursery products, is very detrimental to the Nursery interests in general, hence this practice should be absolutely discontinued.

Employees of department stores and similar institutions are not educated in the care necessary for the proper handling of our stock, neither do such institutions have proper facilities. Therefore, a very large percentage of the stock distributed through such channels results in complete loss to the purchaser. The purchaser or planter consequently becomes discouraged and very often discontinues the purchasing of our products.

In conclusion, the members of the American Association of Nurserymen should protect the planter by the careful distribution of all Nursery stock and especially the surplus thrown on the market at the close of the season. We should improve our grades and give real service in all departments of our business which will add confidence. Increase sales and as a result every member of our Association will benefit directly or indirectly. Quoting Emil Cone, the French expert on auto suggestion, our slogan for members of the great Association of American Nurserymen should be 'Day by Day in Every Way We Are Getting Better and Better.'

W. G. McKAY.

Chairman of Committee on Distribution.
We believe that in the past few years Nurserymen have made much progress in distribution of Nursery stock. However, there is a great deal of room for further improvement. We regret to observe that Nurserymen in general have failed to advance in comparison to many other lines of business regardless of the fact that they are above the average in intelligence. Planters are demanding better service. We must give them what they demand. Nurserymen should maintain a price sufficient so they can supply this service. We must distribute first-class stock, carefully graded, well packed, and attach to each shipment planting instructions explaining briefly the proper way to plant and care for the products we place in their hands. Nursery firms in no case should permit a dealer or jobber to use order blanks that would lead the purchaser to believe that he is receiving stock from the firm in question. For illustration: There are firms, in fact, good reliable Nursery firms at the present time,

that are allowing dealers to use contracts reading about as follows:

I have this day bought of John Doe of Blank City, the following Nursery stock to be supplied by the Blank City Nursery Company of Blank City.

The dealer, John Doe, very often purchases stock which he can buy at a low price regardless of the varieties which he has sold to the planter. The planter is led to believe by the wording of the contract that he is buying this stock from the Blank Nursery Company who have a reputation of reliability. Nevertheless, we are all familiar with the fact that the Blank City Nursery Company is assuming no responsibility whatever to the customer and the said John Doe is very often thoroughly unreliable. If we ever expect to accomplish and secure the respect which is due the Nursery industry, we must have a thorough house-cleaning and entirely eliminate the dishonest person engaged in distribution of our stock.

The Nurserymen have a wonderful vocation and our business should be conducted in such a way that we can all be proud of the fact that we are Nurserymen and when we have passed to the great beyond, it can be said that we have left behind living monuments which bespeak for the community a better place in which to live.

W. G. McKAY,

Chairman, Committee on Distribution.

Horticultural Standards

(Continued from page 19)

enough time and attention to the subject so that uniform Nursery Standards which will be of the greatest good to the greatest number will be adopted and put into universal Nursery practice.

This Committee has been very active the past year in trying to secure uniform State Legislation against GRAFT. New Jersey and other states have passed a law which was prepared by the Commercial Standards Council but we were not successful in getting the law passed in Massachusetts this year although a strenuous attempt was made. Advertising, through exaggeration or untrue descriptions, stolen or misused illustrations and names, and whether through newspapers or in catalogs, constitutes perhaps the most unfair and dishonest kind of competition. Many Nurserymen in this country are guilty of these practices and this Association has the power to remedy the situation not only with members but outside as well. We should co-operate heartily with other national organizations whose object is the wiping out of this type of dishonest business practice.

Your Committee's work this year has brought overwhelming evidence of the extremely loose and varying methods employed in American Nurseries, and we should not stop until the Nursery business is put on a plane where we need not be ashamed to tell others what business we are in. In closing we ask that HORTICULTURAL STANDARDS be revised and adopted at this meeting so far as possible.

We recommend that \$1,000 be placed to the credit of next year's Standardization Committee.

COMMITTEE ON STANDARDIZATION
of HORTICULTURAL TRADE PRACTICE.

Harlan P. Kelsey, Chairman,
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Trade Associations

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1924 Convention, Atlantic City, N. J., June 25-27.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash., Convention, July 17-19, Boise, Idaho.

Western Nurserymen's Association—George W. Holsinger, secy., Rosedale, Kan. Jan. 23-24, 1924, Kansas City, Mo.

Southwestern Nurserymen's Association—Thomas B. Foster, secy., Denton, Tex. Sept. 5-6, 1923, Dallas, Tex.

Southern Nurserymen's Association—O. W. Fraser, secy., Birmingham, Ala. Aug. 15-16, 1923, Atlanta, Ga.

Eastern Nurserymen's Association—F. F. Rockwell, secy., Bridgeton, N. J.

Northern Nurserymen's Retail Association—C. H. Andrews, secy., Faribault, Minn. December 18-20, 1923, St. Paul, Minn.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

New Jersey Association of Nurserymen—Wm. F. Miller, secy., Gloucester City, N. J.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., W. Newbury, Mass., Jan. 1924, Hort'l. Hall, Boston.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia. Nov. 12, 1923.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y. Feb. 7, 1924, Rochester, N. Y.

Illinois Nurserymen's Association—J. A. Young, secy., Aurora, Ill. Jan., 1924.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Connecticut Nurserymen's Association—R. B. Faxon, secy., New Haven, Ct.

Ohio Nurserymen's Association—Clarence Siebenthaler, secy., Dayton, O. Jan. 24, 1924, Columbus, O.

Rhode Island Nurserymen's Association—H. H. deWildt, secy., 521 Elmwood Ave., Providence, R. I.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo. Jan. 23, 1924, Kansas City, Mo.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo. Dec. 1923.

New England Nurserymen's Association—Donald D. Wyman, secy., N. Abington, Mass.

Eastern Canada Nurserymen's Association—E. D. Smith, Winona, Ontario, president.

California Assn. of Nurserymen—Chancellor K. Grady, Sec'y, 401 Phelan Bldg., San Francisco. Oct. 15, 1923, San Francisco.

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